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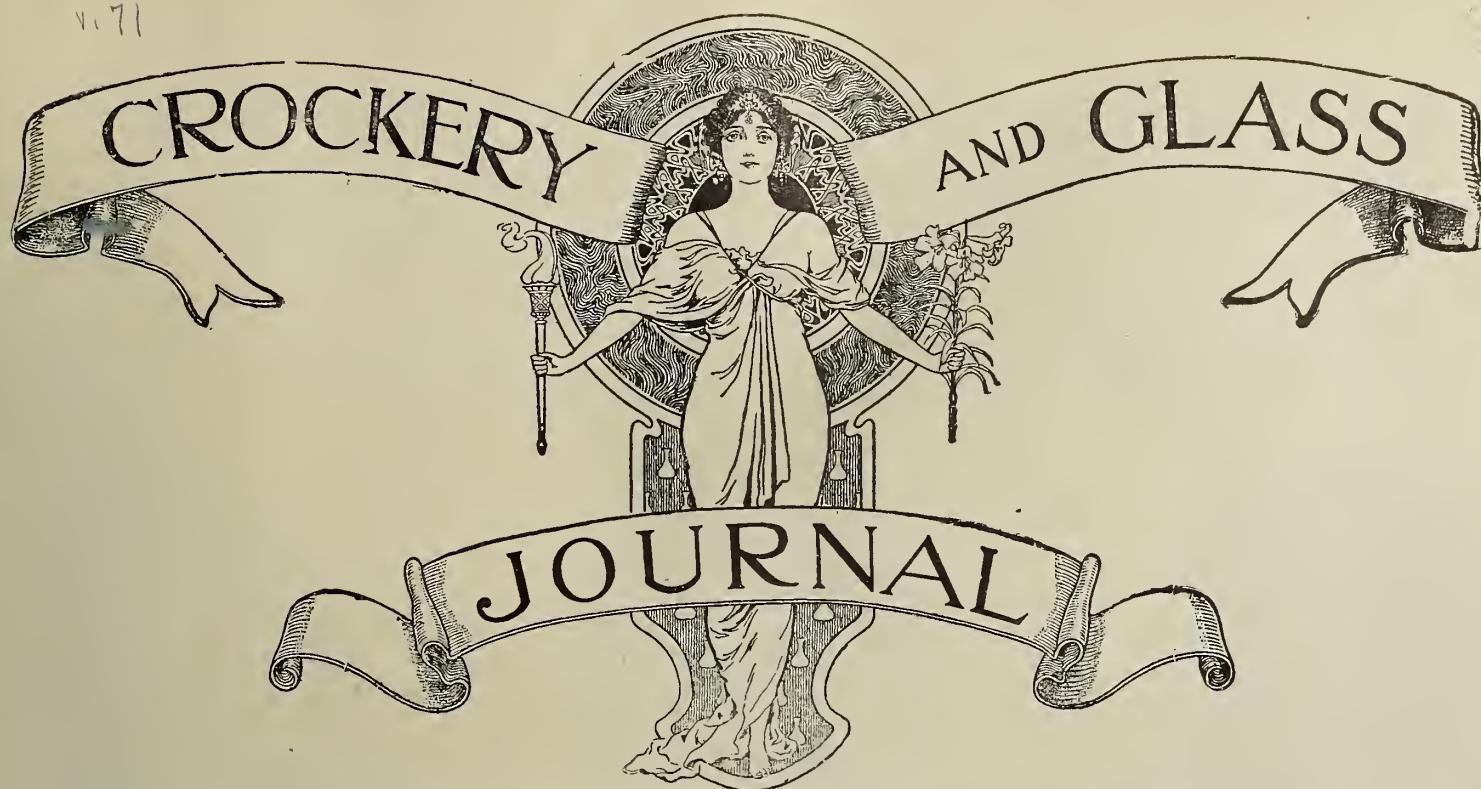
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NEW YORK, JAN. 6, 1910

THE SALESMEN'S BANQUET.



THE eighteenth annual dinner of the Pottery, Glass and Brass Salesmen's Association, which was held Thursday night of last week in the large banquet hall of the Hotel Astor, was a fitting adieu to the dying year and seemed to presage the happiest and most prosperous of seasons in the twelvemonth now begun.

The dinner was scheduled for 7.30 p. m., but before that hour the reception room was well filled with early arrivals, who gathered in groups to swap stories of the road, discuss the business of the year just ending and the encouraging outlook for the new year. It had been months since some of them had met. Trips to the Pacific coast and other borderlands of the country "are no fools' errands," as Charley Herman put it, and keep many of the "boys" from grasping the hands of old-time friends and talking things over, except on such occasions. It was 8.30 when the advance was started upon the banquet hall, and the seating was quickly accomplished, as follows:

Guests' Table.—Francis B Lee, Esq, Robt Frothingham, Esq. James E Newell, Charles Herman, Esq, Prof Joseph M Tilden, Albert E Snow.

Table No. 1.—Henry Luniak, O F Zeiller, H Stutterheim, M F Plage, Fred C Brey, P R Mannes, S J Courtenay.

No. 2.—D Wm Scammell, A M Maddock, Jr, T F Waldron, G L Snedeker, E M Uniack, Jr, Wm Dougherty.

No. 3.—Geo M Jaques, T Edgar Willson, John A Reddan, Geo A Williams.

No. 4.—E F Anderson, J F Farbridge, F W Sinclair, R Abels, Geo B Jones, H F MacKenzie.

No. 5.—L S Hinman, H A Burke, H H Henjes, F T Falkner, W E Knowles.

No. 6.—W S Pitcairn, C H Woodbury, Robt Slimmon, M Nathan, W Q Wilcox, John Hawthorne, Jos Burroughs, C H Hennings, Joseph Hurd, A F Wylie, E C Ledger, Ernst H Wade, E B Dickinson, B F Kissam.

No. 7.—W F Dorflinger, A C Hanes, C F Prosch, E D Wetton, C L Horning.

No. 8.—John Davison, A Rose, W A Foster, E J Graves, J W French, James Davison.

No. 9.—H Van Iderstine, A J Fondeville, F L Van Deman, F Moeschen, Geo W Higbee, Robt G West, Geo Mortimer, A G Menzies.

No. 10.—Emil F. Reusche, F L Reusche, W H Otten, Ch C Kaas, Simon Roth, W C Grimmell, Adam Stecker, C Kugelmann, M Loewenstein, John Nixon, Con L Meyer, A A Bean, Julius Rosenfeld.

No. 11.—Edward Butler, T H Pancoast, R C Rose, John Goetz, M Seitz, A C Rohde.

No. 12.—W G Neuman, H R Churchill, Fred Gelbach, F H Ruhe, Walter Fensterer, Henry Endemann, C J Seiter.

No. 14.—Jules Venon, C E Cardon, W E Wessels, H R Handy, Louis Reusche, David J Wagner, P H Brown, J F O'Gorman, H Berlinieke.

No. 15.—C H Taylor, H G Freese, Geo Anthony, Wm Maier, W F Rowe, C P Holland, W S Mirrieles, H S Mirrieles, Geo P Knapp, D King Irwin, F L Bryant, J D Dithridge.

No. 17.—A J Brech, Fred Herr, Frank Meyer, G H Schuetz, W J Straub, W H Schreiber, E R Thieler, Wm Dealing, J H Perry, H Ostermayer.

No. 18.—Geo Hamilton, Thos Smallwood, Jr, Charles Weiss, Geo, C Tonolla, Jr, L S Owen, K L Wedgwood, Alfred Moment, F W Jenkins, John A Hibbs, L A Souvelle, F S Warren.

No. 19.—H Siegel, Louis Hinrichs, L Sultan, M Friedman, Louis Clark, H V Keenan, O W Clifford, C Beltrami, A G Stier, A A Elfelt, H Kaiser, George Ohl.

No. 20.—John J Hines, Justin Tharaud, C T Woolley, J K Grier, Carl Zenger, W W Magee, J J Wrenn, A T Flostroy, T E Flostroy.

No. 21.—C J Dierckx, J M Cosgrove, F H Correll, J J Snyder, R H Keller, W Ives, E Torlotting.

Up to the third course a semblance of decorum was maintained, but when the orchestra played "I Love a Lassie" the pent-up spirits could no longer be restrained, and a hundred throats joined in the chorus

When order was finally restored the president spoke as follows:

GENTLEMEN: I realize the honor you have conferred on me; but I cannot consider this the greatest honor of my life, as the event that took place in the early eighties, when I took unto myself her who is now Mrs. Snow, was the greatest honor. Next to that I consider this evening one of the proudest moments of my life, as I understand you gentlemen have elected me in good faith and without opposition, not so much because of my abil-



R. E. L. WELLS,
VICE-PRESIDENT



ALBERT E. SNOW,
PRESIDENT



GEORGE HAMILTON,
TREASURER



JOSEPH F. O'GORMAN,
SECRETARY

OFFICERS OF THE ASSOCIATION

From then on the wave of jollity swept unrestricted through the evening.

Albert E. Snow, the newly-elected president of the Association, was given an ovation as he arose to address the assemblage when the coffee-and-cigar stage was reached. Someone proposed the toast: "Snow—our new president—even God recognizes him by sending so much of it."

Mr. Snow proposed three cheers for President Taft and as the echoes of the enthusiastic "hurrahs" died away the orchestra revived them with the stirring notes of "Dixie."

ity to perform these duties, but for some reason satisfactory to yourselves. You have put me here and will have to take the consequences, accepting me as she did for better or worse. But I want to promise you that with all my power I shall undertake to perform the duties of this office to the best of my abilities.

I look back to an evening early in January, 1892, when twenty-one good fellows gathered at the corner of Murray and Church Streets and enjoyed a good dinner. Previous to this, one of the district salesmen, "Andy" St. Gaudens, had passed away, and a subscription was raised for the relief of his family. During this meeting Mr. Wm. Magee came in from another function uptown and, feeling in an oratorical mood, gave us a suggestion that we form an association and chip in a stated amount

so that, in case another one of us should die, it would not require the hat to be passed. This suggestion was acted on and this association formed.

Out of the original twenty-one at that meeting, ten are still members, four have died, and the remaining

1,000 members, and we are going to have them. Now, get busy each of you members, and drum them up. Talk of all the good we have done and propose to do, and you will be surprised how quickly your board will pass on your orders.



JOHN NIXON



W. R. DEMOREST



C. H. TAYLOR



WM. W. MAGEE



E. M. UNIACK



HENRY ENDEMANN



W. S. PITCAIRN



H. S. MIRRIELES

THE NEW DIRECTORATE

seven are no longer members. In the past nineteen years, out of the twelve presidents, two have passed away Edward Butler and David Doctor. The rest are active members, and nearly, if not all, are present this evening.

You all know how much good this association has accomplished, and we must keep up the good work. You must not expect your directors to do it all. We want

You have all read the secretary's and treasurer's reports, as published in the "Crockery and Glass Journal" and in "Pottery and Glass." These reports must be gratifying to the members and to the retiring board, and I trust when we come together next December the 1910 board will have still better reports to submit to you.

A salesman's life is not all a bed of roses. Like my-

self, many of you have covered every State in the Union, also Canada, and in closing let me say that I think every good salesman can feel that he has proved his ability by a thorough knowledge of human nature, by characteristic grit, strong determination and unlimited patience, combined with a thorough knowledge of his business.

At the close of his talk Mr. Snow proposed three cheers for Secretary O'Gorman, and they were given in a way that made Joe almost blush. He rallied, however, at the prolonged cries for a speech, and said that the highest testimonial of their regard his auditors could bestow upon him was to give careful attention to the regularly-listed speakers who were to follow.

Professor Joseph M. Tilden was next introduced by Mr. Snow and kept the assemblage convulsed with funny after-dinner stories. He did not neglect the opportunity to inject some good business philosophy into his talk, however.

Charles Herman, who used to buy china and housefurnishings at Rothenberg's, on Fourteenth street, and who is now with the Bailey Co., of Cleveland, came all the way in from Ohio to be at the dinner and to tell those present about "Salesmen I have Met." His speech was the hit of the evening, and he showed remarkable versatility in mimicking people of various nationalities. His fund of stories was refreshingly new. He held the attention of the assemblage for nearly an hour, and there was never a moment when interest lagged.

James E. Newell, of Trenton, rendered a number of vocal selections, and his singing was voted to be the best ever heard at a dinner of the Association. He had to respond to repeated encores.

Robert Frothingham, the magazine advertising manager, spoke as follows:

John Wanamaker signaled the opening of his vast new Chestnut Street store in Philadelphia by unlocking the doors with his own hands and welcoming the inrush of his expectant customers.

It was a peculiarly fitting thing for the venerable, yet still sprightly, founder of this famous establishment, on the day of its new splendor, to stand at the very spot where his earliest customers used to come, and to welcome personally his fellow citizens of the new generation.

A pleasant incident was the homely greeting which he received from an old Philadelphian, who said: "Well, John, I see you are still right on the job, just as you were thirty-three years ago." This old acquaintance was referring to a previous morning, the occasion of the first opening of the former store on the same spot, when Mr. Wanamaker, having broomed away the last shavings left by the carpenters, unlocked his doors and met his early customers who came to inspect what was then considered a most palatial merchant-place.

I tell the anecdote because it illustrates an undying principle in all merchandising, of whatever kind: personality.

A well-advertised trade mark of a high grade of manufactured goods stands for practically the same thing as a strong, compelling individual personality in a retail store. Turn to the advertising pages of the magazines, and check off some of the great American names whose glory is in the personality which has been wrought into manufactured products. How they swarm into the mind the moment you begin to think of them: Kodak, Prudential, Tiffany, Pianola, Steinway, and hundreds of others.

Such names constitute a rightful American aristocracy. They represent men whose consummate purpose has been not so much to make profit as to make the very best product which genius and untiring pains can achieve.

How would you like to gather in the money that fairly flows to these concerns as the net result of goodwill and popularity established by a well-advertised trade mark or trade name?

Would you have me believe that the manufactured products in pottery, glass and brass represented here tonight cannot be tremendously increased by an aggressive advertising campaign, or are you so completely in the hands of the jobber or the big retailer that you don't dare assert yourself?

If you traveling salesmen realized what an impetus your own individual trade would receive if you could show the retailer how your house was co-operating with



ROBERT FROTHINGHAM

him in an intelligently-planned, comprehensive magazine advertising campaign, reaching between two and three millions of readers every month, and fairly driving the trade into his store, you would go back to your respective employers and insist upon that publicity to the consumer which would increase not only your sales, but your efficiency as well. It is only the weak-kneed salesman who is afraid to divide honors with resultful advertising—like the old clerk who protested against the introduction of the typewriter into the office for fear it would work him out of a job.

And you manufacturers, who are so prone to say that advertising is all right for most lines of business, but that yours is different, and the problems which beset you so intricate and involved that advertising couldn't be made to pay in your case, etc. Do you know that an adequate advertising campaign can be started for the same amount of money you would lay out in putting on an extra salesman? It's a fact. Counting salary, traveling expenses and the usual amount of time you would give a man to demonstrate whether he could make good or not, and you would invest a sum of money that would give you a creditable start in a modest advertising campaign—sufficient to cure an incipient attack of "cold feet," anyhow.

Let me tell you a true story: During a recent interview with a large Western manufacturer concerning a proposed advertising campaign, I asked him what value he placed upon the trade mark of one of his successful competitors, who was also an extensive advertiser.

"Why," he replied, "I'd give a million dollars to-day for the exclusive use of that name."



Photograph by Drucker & Co., 204 West 43d St.

Banquet of the Salesmen's Association.

I said: "Do you really mean that?"

"Yes," he said; "it is easily worth it."

Some weeks after I happened in the office of the owner of the particular trade mark mentioned, and casually asked him how much he would take for the name, intimating that I knew a man who would pay him a good price for it.

"Don't want to sell it," he said.

"How long have you used it?"

"About ten years."

"Will you take \$250,000 for it?"

"No! Don't want to sell it."

"Will you take \$500,000 for it?"

"No! Not interested."

"Will you take \$1,000,000 for it?"

"No! The name isn't for sale."

"But," I said, "this prospective buyer does not want your factory or your warehouses or any part of your goods. He doesn't purpose interfering in your business in any way whatsoever. He simply wants to buy this little trade mark of yours, you to discontinue using it and he to begin using it."

"You tell him for me," he said, "that he can't buy it for \$2,000,000, nor for \$3,000,000."

"What did the name cost you?" I asked.

"Didn't cost anything; just picked it up."

"Well, what gave it this great value?"

"This name," he said, "has been extensively advertised before the public for ten years."

"Have you spent \$3,000,000 in advertising it?"

"No, I haven't; nor \$1,000,000."

"Well," I said, "your advertising has paid you two or three hundred per cent. on the investment; and I take it that you have made good profit on your goods as well."

"You are dead right; but I never looked at it just that way. If my trade mark cost me \$500,000 in advertising, and is now worth \$3,000,000, I have made \$2,500,000 on the name alone. I know from my balance sheets that I have made big profits on my goods; but of course the two things must go together. The name would in time lose its value if tacked on to goods inferior in quality to those I manufacture."

This manufacturer, like many others, made his success through magazine advertising; and he began, like many others, with a very narrow conception of what advertising is expected to do.

The short-sighted manufacturer jumps at the conclusion that advertising "doesn't pay"; and yet there are easily a hundred trade marks in this country that have an aggregate value of several hundred million dollars. Advertising created this value. Nothing else could have created it. The persistent American advertiser has made millions out of the magazines and newspapers; many millions more than the magazines and newspapers have ever made out of him. The results would be cheap at five times the cost.

Just why some manufacturers should be so hard to convince, when the experience of their successful competitors who have invested their money in effective and resultful publicity lies before them like an open book, is a mystery to me and to many other advertising men. To be able, through an effective advertising campaign, to establish in the minds and hearts of the average householder the name, the particular merit and the price of your goods—to make from two to three millions of magazine readers know these things as well as they know their own street number, constitutes an asset almost beyond computation.

Have you ever considered an advertising campaign from the standpoint of an insurance policy? You insure against such contingencies as fire, shipping disaster, dishonest employes, etc., as a matter of course, but the moment some one mentions advertising as a business-builder for your particular benefit you immediately begin to "hedge," and vow that you cannot afford such an expensive luxury.

Have you ever thought that you can be insured against the greatest of all commercial calamities—loss of trade? Well, you can.

The "premium" represented by the cost of advertising is, in proportion to the importance of the security afforded, no higher than other insurances; in fact, it is considerably smaller and soon becomes a minus quantity. Any other kind of insurance is an expense. More than that: It is a dead loss so long as there is no "claim."

But the insurance of trade represented by advertising carries a direct profit with it. It covers not only the risk of losing trade, but also the minor risk of being compelled, by competition, to carry on business at a diminished profit.

Thus the "insurance premiums" represented by your advertising outlay are so systematically recouped by the current and simultaneous increase of profits that, instead of being regarded as an investment of capital, as they ought logically to be, they are almost invariably written off, year by year, as a current expense.

A considerable proportion of such "premiums" could properly be treated as invested capital, since the goodwill and assured maintenance of demand is a tangible and salable asset.

Think it over, Mr Man—you who have been accustomed to regard advertising as so much blue sky and hot air. It's a thoroughly practicable business proposition, and should be considered in no other light. Keep up your advertising "premiums" and you won't have to "die to win."

Lawyer Francis B. Lee, part owner of the Trent Tile Co., and who is otherwise interested in that city's commercial and industrial life, delivered the following original poem:

Out from the tombs of the ancients, from the banks of
Euphrates and Nile,
When man wore a girdle of goatskin, and woman a neck-
lace and smile,
Drifts the story of dreaming and planning, how they worked
in their iron and brass,
Moulded their clay into vessels and turned their hot sands
into glass.

But enough of the thought of the dead lands; enough of
tradition and myth;
It's the Now that makes for our fortunes and the needs of
our kin and our kith;
Forget that our Old East ancestors baked clay and blew
glass in their huts,
Just recall that their New West descendants sell the real
stuff, on the road, to the "muts."

They mould not the clay from the upland, nor toil they
with copper and zinc;
Their glass is the fruit of hip-pockets, with corks that are
chopped, link by link;
They serve not dead kings in their throne-rooms; no hiero-
glyphs mark each great deed,
Except their own names on hotel books which only the
night clerks can read.

These salesmen who're up and are doing—and doing each
man that they can—
Are doing their ——— in doing—no more can do angels or
man.
They have done their best efforts in doing—each one, with
his orders, a star
And from this assemblage of doers I'll tell you who some
of them are.

First, he who steps into the limelight is Snow, Albert E.,
president,
For fifteen long years in Chicago—you all know by that
what is meant
When I say that a wild Western hustle will mark the pace
that he gets
As he starts to acquire new members and sells lots in
Massachusetts.

Then he who comes down from the high seat, Merrieles,
who retires but in name;
He never soft-stops on his pedals—an adept in playing the
game.
He swings 'round the circuit of buyers; calls every black
shovel a spade.
Here's to Harry and "Bill," Harry's brother; of such is
"Hank" Merrieles made.

Afar from the coast of Pacific, in the land of the orange
and flowers,
"Bob" Wells sends a message of greeting to this festive
table of ours.

A toast to him who is lonesome, a toast to the next one in line!
Ah, may our Wells sparkle forever, as oft in our olden lang syne!

"Joe" O'Gorman has been secretary since the day of the big wind in Cork;
Is said to have got all the money that is lying 'round loose in New York;
Except what George Hamilton gathers, as dues from the pottery "bunch"—
Yet I have a lingering suspicion that they "whack up," at Gus's, at lunch.

On the broad sweep of Atlantic, the yawl "Poco," with Commodore "Ned."
Butler, is wrecked every August on spume-crested breakers ahead.
It's great to go cruising with Butler, and feel Death's cold hand on your face,
Then be saved by a bald-headed sailor, just in time to "splice the main brace."

There are two who like to go fishing, "Charlie" Taylor and O'Gorman called "Joe."
In the country of pine and cedar where the winds of the sub-Arctic blow.
They fish on the "Gordon" plantation, claim to catch by the dozen and half,
But all that we see of their fishing is a little, light-struck photograph.



FRANCIS B. LEE

We must not forget that fair Deutschland gives us Lemcke and Endemann, too.
George shouts "Vas machten der kinder" as he sails to the Fishing Banks blue.
There's the "Kutscher Tisch" down at John Rackey's—see President Endemann there!
We will defy gout or the colic if he inspects John's bill of fare.

Who has not heard of East Orange, "Ed" Anderson's home in the hills;
When it comes to "working" trade papers he has them all hooked by the gills;
Much like the famed Cook of Trenton, Charles Howell, who owns potteries four,
He is from Missouri; just show him, then show him a little bit more.

Since Shakespeare died at fair Avon, "Bill" Magee has been spreading his fame,
Yet, with all his wealth of quotation, Magee has been frightfully lame
In explaining his marriage at fifty—grandfather at just fifty-three—
It's possible "Uncle" John" Nixon can tell us how such things can be.

What's business without its Beau Brummels? Ask "Jack" French—his clothes are a "whirl"—
The only original author of "I sure wish that I had a girl."
There are also some other song-writers, Woodbury and Miller, the two
Who gave to George Cohan the title, "The red, the white and the blue."

"Jack" Hines, with a grip of cast-iron, has a staff of press agents, they say,
Which consists of himself and typewriter to record his fish catches each day,
He sends out his stuff to the news-desk; it's printed at every week's close;
But what it costs him every issue only the business force knows.

We must not forget there are golfers, "Billy" Pitcairn, so oft on the seas—
The eldest of Sutherland sisters—but lost his hair during a freeze.
Behold from Mt. Vernon Charles Seiter, in colonel's gold lace all arrayed,
Who goes to his church every Sunday—a novel event in the trade.

J. Duncan Dithridge is another. "Dunk" and Gene Peck had a tie—
Still unplayed—and that is the reason why the "runner up" cup stands there—dry!
Harry Muirheid sells crockery and candy, but he has no use for a boat;
He'd rather play golf on the dry land than drive high balls, abaft, when afloat.

There is Waldron—our "Tom"—down in Jersey, making good with his pen and his press.
What he learned on the "Crockery Journal" has helped him a lot, I should guess.
"Uncle John" Davison 'll tell you that Thomas is coming along.
The hero of Barclay street knows it "Baint Oi roight, Uncl' Jawn?"

"Hither comes one from New England—the courtly and elegant Jones,
George B. has captured the jobbers—you haven't a chance with your "bones"!'
Thus Harry Van Iderstine tells it—you know how he talks when he's "stuck"—
For Harry knows all trade conditions, when Harry's had a hard run of luck.

Lo! Angus Prevailing McPherson, "Mac" of the Scotch-Irish clans,
Says that we in the East are "rank pikers" and a long string of "they-also-rans."
Of course this refers to a habit Canadians never have caught.
None the less, if they'd stop their boasting, they're not too old to be taught!

Last of this list of the live ones is "Uncle Joe" Hurd, good and strong,
The years have but mellowed his viewpoint as life in his course ran along
And may that peace of the future, when the westerning sun is aglow,
Bring to us faith and contentment, as it's done for you, "Uncle Joe."

Now my poor picture is finished, and I've done but ill with my paints,
I fear that my colors are garish—that I have drawn some sinners as saints.
Mayhap there's some saints as sinners, If so, I for pardon shall cry;
For we're all alike in this poor world, and that's even as you and I.

Goodbye! and out in the darkness, when we've gone from the feasting and light,
We have but few words in our parting—the parting that blesses the night.
They're words of a friend and a comrade, and words of hope and of cheer;
"For you and for me and the brethren, A Happy and Safe New Year!"

At this point there were loud calls for W. S. Pitcairn, who arose and paid a tribute to the traveling salesman as the great factor in commercial success.
"No matter what the capacity of the factory, or its ability to turn out fine merchandise," he said; "unless the firm has the salesmen who can talk the goods with enthusiasm, with intelligent persistency, and close the sale, what's the good of the big factory or the fine merchandise?" He concluded his talk with a reference to the Association's benefits, and urged the members to put forth greater effort in the work of organization.

Just before the formal adjournment a rising toast was proposed by Mr. Pitcairn in honor of Past-President Muirheid.

A few minutes before midnight "America" was sung with the entire company standing, and the brilliant celebration was at an end.



SIDELIGHTS.

Telegrams and letters of regret were received from the following: R. E. L. Wells, Geo. F. Mackey, Marc. T. Lester, Jas. M. Uniack, Col. E. C. Stahl, Geo. W. Wanamaker, and Patrick Francis Murphy.

The absence of many old-timers was noted and regretted. It is to be hoped they are not losing interest in these gatherings, for they bring men together who only meet at such a time. It has been suggested that if the style of entertainment were changed it might increase the attendance.

Mr. Frothingham made a very able address, but it savored a little too much of the "shop" for such a gathering.

Some of the boys twitted Chr. Clauson-Kaas unmercifully about Dr. Cook, in view of the fact that the former was one of those who feted the doctor upon his "return from the Pole." The witticisms were successfully parried, however.

H. G. Freese was "among those present" and he had the best kind of a time.

Someone remarked that Christian Dierckx looked just like Napoleon.

Past President Harry Mirrieles couldn't get to the dinner, but he sent greetings from New England.

When the toastmaster read a telegram from George F. Mackey the assemblage laughed outright at the date line, "Rye, N. Y." "Make it a high-ball!" cried one of the banqueters.

F. B. Lee's skit on the members was well received. He had their weak points down all right.

Congressman Hamill, who was to have been one of the speakers, failed to connect. Somebody said that he took the wrong subway and landed in the suburbs of Brooklyn instead of at Times Square.

Everybody knew who was meant when the shout went up, "Here comes the Dutchman!"

Ernst Wade, buyer for the Whitney store in Albany, came to town especially for the dinner, and from the happy expression upon his face evidently thought the trip worth while. Charles H. Woodbury, of the Mitchell, Woodbury Co., also came on from Boston. The "Trenton crowd" came, too. There

weren't many of them, it is true; but it doesn't take many of their kind to constitute a "crowd."

ROTH & CO.'S TRAVELING SALESMEN.

THE selling force of John H. Roth & Co., Peoria, Ill., is as follows:

E. C. Cation, local territory.
C. Robb, Western Pennsylvania and Ohio.
G. E. Walker, Philadelphia.
C. A. Simpson, Maine, Vermont and New Hampshire.
J. W. Young, Middle West.
Horace P. Hunt, New York.
W. L. Phillips, South.
C. B. Morgan, Southwest.
Col. W. H. Woodworth, Oklahoma and Arkansas.
R. S. Roberts, Kansas and Colorado.

All of the above were formerly with C. E. Wheelock & Co., Peoria, Ill.

A PLEASANT LITTLE DINNER.

THE selling force of the Phoenix Glass Co. was entertained at dinner at the Fort Pitt Hotel, Pittsburgh, Wednesday night by President T. H. Howard. Officers of the company attending were: Vice-president Alex Patterson, Treasurer E. P. Ebberts and General Sales Manager E. H. Peck. Those from Chicago were: E. H. Fox and Charles C. Fricke; Buffalo, H. B. Whitney; Pittsburgh, R. S. Cleavenger, E. C. Flanagan, and A. Howard Ebberts; New York, Harry Pickhart, C. K. Gibson and Thomas J. Quigley.

TO IMPROVE THE CUT GLASS TRADE.

WITHOUT any flourish of trumpets a movement to improve the quality of cut glass was inaugurated Dec. 30 at the Manhattan Hotel, this city. The H. C. Fry Cut Glass Co. and the Libbey Glass Co. started it, and the McKee-Jeannette Glass Works have joined them.

The litigation over figured blanks having ended in favor of the H. C. Fry Co., it was determined to make an effort to prevent the manufacture and sale of low grade ware, the use of which has done so much to debase the line. To this end it has been agreed that hereafter all cutters who buy figured blanks will be obliged, under penalty, to full cut and polish—in short, produce "cut" glass, and not imitations of it.

The meeting was a most satisfactory one and ended in the serving of a very fine dinner at which seventeen glass men, representing the following firms, were present: Shotten Cut Glass Works, L. Straus & Sons, Kelley & Steinman, Krantz, Smith & Co., Eygabroat-Ryon Co., Irving Cut Glass Co., Quaker City Cut Glass Co., Skinner & Son, Hunt Glass Co., T. B. Clark & Co., and the Laurel Cut Glass Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
January 4, 1910.

BREMEN

2 packages glassware.....	L Straus & Sons
89 " "	Endemann & Churchill
24 " "	A Steinhardt & Bro
8 " "	Samstag & Hilder Bros
307 " "	Miscellaneous Orders
3 " earthenware.....	L Straus & Sons
38 " "	Strobel & Wilken Co
17 " "	Miscellaneous Orders
270 " toys.....	Geo Borgfeldt & Co
7 " "	Samstag & Hilder Bros
20 " "	F A O Schwartz
170 " "	F W Woolworth
11 " "	Bawo & Dotter
163 " "	Strobel & Wilken Co
114 " "	Miscellaneous Orders

LONDON

13 packages toys.....	Strobel & Wilken Co
16 " "	Geo Borgfeldt & Co

COPENHAGEN

95 packages glassware	Fensterer & Ruhe
64 " toys.....	Geo Borgfeldt & Co

FIUME

92 packages glassware.....	L Straus & Sons
72 " "	F W Woolworth & Co
16 " "	Koscherak Bros
19 " "	J Palme

HAVRE

16 packages chinaware.....	Haviland & Co
3 " "	Bawo & Dotter
44 " "	Theodore Haviland & Co
3 " "	Fondeville & Van Iderstine
23 " "	J Pouyat Co
15 " "	Miscellaneous Orders

SOUTHAMPTON

8 packages chinaware.....	Theodore Haviland & Co
10 " "	C Ahrenfeldt & Son
1 " "	C L Dwenger
1 " "	J H Venon
4 " "	Miscellaneous Orders

HAMBURG

15 packages glassware.....	Strobel & Wilken Co
2 " "	F Bing & Co
2 " "	Froeber & Vollrath
2 " "	Fensterer & Ruhe
85 " "	O O Friedlander
55 " "	Krauth, Nachod & Kuhne
60 " "	Kmy-Scheerer Co
36 " "	W R Noe
24 " "	N Wapler
201 " "	Miscellaneous Orders
1 " earthenware	Geo Borgfeldt & Co
10 " "	Chas Ahrenfeldt & Son
68 " "	Bawo & Dotter
10 " "	L D Bloch & Co
10 " "	Julius Palme
15 " "	O Goetz
4 " "	Koscherak Bros
45 " "	Lazarus, Rosenfeld & Lehman
127 " "	L Straus & Sons
2 " "	E R Theiler
12 " "	Strobel & Wilken Co
91 " "	Miscellaneous Orders
275 " toys	B Illfelder & Co
204 " "	Geo Borgfeldt & Co
29 " "	Strobel & Wilken Co
228 " "	Miscellaneous Orders
6 " harmonicas,	Strobel & Wilken Co

GENOA

2 packages earthenware.....	H Creange
51 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16 packages earthenware.....	Jones, McDuffee & Stratton Co
24 " "	Mitchell, Woodbury Co
3 " "	F H Griffin
5 " "	Miscellaneous Orders

LONDON

1 package earthenware.....	Stone & Downer Co
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GENOA

18 packages earthenware.....	Miscellaneous Orders
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HAMBURG

17 packages earthenware.....	Jones, McDuffee & Stratton Co
278 " "	M Kirschberger
13 " "	L Wolf & Co
17 " "	L E Knott Apparatus Co
78 " "	Boston & Maine Railroad
2 " "	B Illfelder & Co
15 " "	F Behrend & Co
3 " "	Ocean Transit Co
7 " "	Geo Borgfeldt & Co
57 " "	J B Moore & Co
25 " "	American Express Co
40 " "	Miscellaneous Orders

ANTWERP

35 packages earthenware.....	Jones, McDuffee & Stratton Co
20 " "	American Express Co
11 " "	Geo Borgfeldt & Co
10 " "	Mitchell, Woodbury Co
22 " "	J B Moore & Co
10 " "	Miscellaneous Orders

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 18, '09	Correspond- ing period 1908	Exports Jan. 1 to Dec. 18, '09	Correspond- ing period 1908
Boston	65	101	5966	5472
New York	185	81	6572	6032
Baltimore	213	331	16782	16241
Philadelphia.....	12	65	3804	4274
New Orleans.....	4	....	2277	3959
Newport News .....	....	....	1201	606
San Francisco .....	....	....	250	242
Portland (Me.).....	18	65	1949	4500
Galveston .....	....	15	1456	863
Portland (Or.).....	....	....	95	....
Inland Points .....	....	....	1262	860
Total	497	658	41614	43049

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

TO	Shipments week end'g Dec. 18, '09	Correspond- ing period 1908	Exports Jan. 1 to Dec. 18, '09	Correspond- ing period 1908
New York	178	78	7962	5558
Boston	67	100	5729	5366
Philadelphia.....	12	65	4154	4813
Baltimore	213	331	17443	15895
San Francisco .....	....	....	207	265
New Orleans.....	....	....	2862	3801
Portland (Me.).....	5	37	1966	2885
Galveston .....	....	14	1443	707
Newport News .....	....	....	1201	606
Portland (Or.).....	....	....	55	....
Inland Points .....	....	....	1367	838
Total	475	625	44389	40734

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 6, 1910.

TAKE TIME.

BUYERS will soon be in the market to place their orders for the season. Every manufacturer and importer has made special efforts to have new and attractive goods. They do this every year, of course; but more has been done this time than ever before because of the conditions that have obtained during the past twelve months. And owing to those very conditions there has been more time to prepare the new lines; consequently, there will be more to see.

No one can buy judiciously unless he thoroughly scans the market. Every one has his favorite places to buy at, and usually knows pretty well in advance the houses which will have the wares he can handle to advantage. He possibly feels that it is useless to call on firms from whom he has hitherto been unable to buy. But these very people may have brought out something this season which will be just what he requires.

It is not, as may be thought, a waste of time for a dealer in only cheap goods to call on those who carry fine wares. It will teach him something. No one knows how soon he may want a higher grade of goods. A regular customer may ask for something better than the dealer carries in stock. If the latter has canvassed the market and posted himself he will be able to supply it. Otherwise, his customer, seeking the article in another shop, may be led to transfer his account. One dealing in exclusively high-grade goods is not likely to be called upon to furnish five- and ten-cent articles. Yet an occasion might

arise when a knowledge of where to procure low-priced wares would prove an advantage.

It is not in this direction, however, that stress is laid, but on the fact that a dealer should see just as much of what is offered in his own lines as possible. It is advisable that he take time to visit as many establishments as he possibly can, beginning with those from whom he is the least likely to buy. Half an hour will suffice for a cursory glance at each line of samples. A day or two spent in this way will enable the buyer to make comparisons with the goods of his favorite house. If he decides that he can do as well or better where he is accustomed to make his purchases he at least has the satisfaction of knowing that he is buying the right goods at the right place. The time is not lost in any event, for he has obtained a knowledge of what is on the market and will know how to meet a competitor who buys the wares he has refused. One can never know too much about goods, prices and conditions.

When starting out this season to buy, arrange to take time to see everything. It will pay, and pay well.

PERSONAL.

ONE of the busiest men in the District these days is A. P. McPherson, who manages the New York branch of the Geo. H. Bowman Co. He has had his troubles with carpenters, masons, painters, and electric light men, getting the new quarters in readiness. If he were asked what he thought of mechanics in general, and the above in particular, he would undoubtedly reply very forcibly. Now he has the arrangement of the new import samples on his mind. Busy? Well, rather.

John J. Curry, buyer for Houghton & Dutton, Boston, will leave for San Francisco Jan. 31. From there he will sail for Japan on Feb. 8 to buy china.

C. H. Woodbury, of the Mitchell, Woodbury Co., Boston, who came to New York last Thursday to attend the Salesmen's banquet, said there was nothing new concerning the New York store. It is the intention of the firm to lease or sell the property—preferably the latter.

Chas. Hartford, who represents the Jefferson Glass Co. in New England, and also carries a line of crockery from the Cook Pottery Co., was in New York on Monday en route to Trenton. Between Christmas and New Year's he found the stocks in the stores at a very low ebb.

S. Goerke, formerly cut glass salesman for Richard Kohn, has signed with Abels & Co., the easel

manufacturers, and will go west for them early in January. Among his samples will be an entirely new wire arrangement for displaying berry sets.



Max Strensch left on Tuesday for Europe to buy for Koscherak Bros. He was accompanied by his wife.



E. E. Hamblin, buyer for R. H. White & Co., Boston, was in New York last week replenishing his stock of cut glass, which was depleted in the holiday rush.



Judge Seedorf, who has been with Carlowitz & Co., is "out in the cold world" now that the business has been closed out, and at present has no plans for the future.



A. J. Parrish, buyer for the E. B. Taylor Co., Richmond, Va., was a metropolitan visitor this week.



Alex. H. Patterson is constantly doing something to help make life more pleasant. Many people in the trade received this week a card containing the following.

Should auld acquaintance be forgot?
Oh, happy days of yore!
Oh, no! for fleeting years but make
True friendship treasured more.
Though sweet the memories of the past,
May present joys outshine;
All coming years be happier still
Than "days of auld lang syne."

With best wishes for your happiness in the coming year.

A. H. PATTERSON.



Miss Maude Stewart, for many years in charge of the glass and pottery department of S. D. Currier, Youngstown, O., is now buyer for Frank Brierley & Sons, Beaver Falls, Pa.



Frank J. Wilson, who has been buying for Marshall Field & Co., Chicago, resigned Dec. 31 and has associated himself with L. Straus & Sons. He will join their foreign purchasing force.



P. K. Douglass is showing lines of Japanese porcelains from A. A. Vantine & Co. in Boston this week at the Hotel Brewster. Osear A. Gerst opened the new lines in Chicago. I. Sidney Hirsch is in the South, and M. S. Newman is up the State working towards Cleveland.



Geo. S. Brush, of the McCoy Pottery Co., was a District visitor this week.



In a "personal" last week it was intended to say that F. W. Primrose, with the Burley & Tyrrell Co.,

was in New York spending the holidays. By one of those twists that sometimes occur in printing offices the name "Farrell" was used instead of Primrose.



Under the direction of Wilson Heisey a Christmas dinner was tendered Col. A. H. Heisey by members of the Heisey Social Club.



A. H. Burton, who is to make his initial trip for Maddock & Miller, arrived from his home in Chicago this week to get his samples together. Mr. Burton was formerly with Marshall Field & Co.



Ernest Waelden, who was with the Strobel & Wilken Co., and before that with Geo. F. Bassett & Co., is now in the glass department of L. Straus & Sons.



W. E. Nye, who has a sort of grip on up-State trade, the result of years of square dealing and Maddock & Miller's goods, made his usual visit to New York to get new samples and talk over matters generally. He is not finding any fault with business.



Hugo Hamburger, who has been with Samstag & Hilder Bros. since Hamburger & Co. gave up business, is now with the Geo. H. Bowman Co. He will canvass the metropolitan district on dolls and toys.



W. A. Miksch, who has charge of the decorating department at Charleroi, Pa., for the Macbeth-Evans Glass Co., was a visitor to New York this week.



C. T. Woolley, who has been in charge of the New York store of the Mitchell, Woodbury Co., went over to Boston for a couple of days to pick out new samples for the road.



Jas. J. Hanning, buyer for the Jordan-Marsh Co., Boston, arrived in New York on Monday morning, accompanied by A. E. Russell, his assistant, and Miss A. J. Beam, the glass buyer. Mr. Hanning sailed for Europe on Wednesday.



Robt. Aseher, who was formerly buyer for the Gordon, McKay Co., Toronto, has established himself with Geo. Wyman & Co., South Bend, Ind.



Emil Fleer, whom everybody knows, is in New York for a visit.



Among the buyers in town this week were: Jas. J. Hanning, A. E. Russell, Geo. H. Guest and H. I. Belcher, for the Jordan Marsh Co., Boston; G. C.

Tonolla, for A. Eisenberg, Baltimore; G. N. Everett, for Woodward & Lothrop, Washington; R. J. Williams, of D. J. Williams & Bro., Scranton, Pa.



In reporting the death of Geo. Jackson last week it was stated that he had been buyer for Strawbridge & Clothier at one time. It should have been Partridge & Richardson, Philadelphia.



Isidor Straus, of R. H. Macy & Co., sailed for Europe on Wednesday.



S. Hamburger, formerly of Hamburger & Co., is in New York, making arrangements for next year. He is purchasing for a number of firms and will buy toys and dolls for the Geo. H. Bowman Co., who will control the famous D. P. dolls, Viola, Santa and Imperial kid dolls.



Leonidas R. Hall, better known as "Lon," the old-time lamp and brass man, is lying dangerously ill at his home, 293 Ryerson street, Brooklyn. He has an affection of the heart, and there is little hope of his recovery.



F. M. Garrison, who represents the Geo. H. Bowman Co. on the Pacific Coast, is spending a few days in New York.



Robt. T. Rodger, with Henry Creange, left January 3 for a short trip through the Middle West.

THE CONDITION OF BUSINESS.

While the crockery trade of the past New York year was possibly twenty-five to thirty per cent in excess of the year before, so far as can be ascertained it is still ten or fifteen per cent below normal. This is the more exasperating when we consider the excellent conditions in other lines. That the business of the country at large has again got into its stride may be gathered from the following concerning general importations:

Estimating the foreign commerce of the United States for December by that of the previous month, experts of the government find that 1910 will exceed all other years, with the exception of 1907. Imports are greater than ever before, while exports are slightly below those of 1907.

The imports will aggregate about \$1,475,000,000 and the exports about \$1,750,000,000, of which approximately \$25,000,000 consists of foreign merchandise exported and the remainder, \$1,725,000,000, domestic products.

Imports free of duty will aggregate approximately

\$700,000,000, against a little more than \$500,000,000 in 1908 and \$636,000,000 in 1907, the high record year prior to 1909. Dutiable imports will amount to about \$780,000,000, and will be larger than any preceding year, except possibly in 1907, when the total was \$787,000,000. This estimated total of \$1,475,000,000 of imports in the calendar year exceeds by more than \$50,000,000 the highest import record of any earlier year, except that of 1907.

It is true that the American manufacturers had a rush at the end, but it was not sufficient to overcome all the loss of the dull summer. Still, the future looks bright. With the whole country in a prosperous condition, the crockery trade cannot fail to get its share, and that soon.

Everybody is busy now taking stock, and as the new lines are not yet ready, selling is comparatively light. Preparations are going forward rapidly, however and from all indications the exhibits will be on very view much earlier than usual. Some will be ready Jan. 15, and nearly all by Feb. 1. Advance views give promise of excellent things. Buyers will get more for their money this year than ever, and that they will come prepared to buy liberally is a foregone conclusion, for from all over the country comes the information that stocks are depleted to the limit.



Manufacture at all the potteries here was **Trenton.** resumed in full last Monday, and the traveling salesmen are getting their samples in shape for the first of their spring tours. On every side are evidences of confidence in the prosperity of the spring season. This is best illustrated by the manner in which the plants are accumulating stock.



With the beginning of the year there was a decided improvement in orders. **Pittsburgh and vicinity.** Buyers are coming into the market, and there is an indication on their part to snap up goods in the quickest possible way. There is no tendency to beat around for prices like that experienced a year or two ago, for there is ample evidence that the manufacturers are out for all they can get for their ware. The year starts off well.



There is every indication that a **East Liverpool, and vicinity.** change in the prices of some scheme goods will result ere long. Buyers of these wares will quite likely have to pay more for them. Business on general lines is going along as nicely as anybody could expect. Mail orders are excellent, and buyers for the most part want their goods in a hurry. All the potteries are working.

The New York Crocery and Glass District.

Morimura Bros. have made large additions to their factories and are now prepared to handle more trade and still furnish goods promptly. Their white china is a great line. It has a pure white body and glaze, is well potted, and is shown in a variety of decorations, from the simplest up to some very beautiful and ornate designs. The line is a profit-maker. Dealers who have handled it always come back for more. This is the best endorsement it can have.

A. Gredelue will show a very large line of table glassware, toilet ware, goods for mounting and silver deposit, and special lines for perfumers. There will also be some extraordinarily fine things in rock crystal effects, colonial cuttings, gold decorations, and blanks. Their line of electric chandeliers, electroliers, ceiling lights, brackets, etc., will be augmented by new designs.

The Strobel & Wilken Co. are now the sole representatives in the United States for Bishop & Stonier. Complete lines of semi-porcelain dinner and tea ware in prints, plain, gold etched, and illuminated, will be shown; also fine china service, entree and dessert plates, cups and saucers. These manufacturers have been known for a great many years as makers of first-class ware, and the new line will be thoroughly up to date.

Maddock & Miller's new lines of French china are now ready for inspection. The selection of the samples has been made with great care. There are sprays and borders, geometrical designs, gold engravings, and special and exclusive patterns which will appeal at once to buyers. Five open stock dinner ware patterns are on display, and these will be added to as occasion requires. Maddock & Miller's reputation on English lines will serve them in good stead now that they have taken on the French goods. The wide-awake buyer will lose no time in inspecting these wares.

Geo. Borgfeldt & Co. are sending out one of the prettiest brochures that has ever come to our desk. It shows among other things a remarkable photograph giving a bird's-eye view, looking north from Fourteenth

street, of Union square, and showing their new building on Sixteenth street. The photograph was taken from a suspended balloon, and is unique. Another illustration shows their building with the front removed, disclosing the character of every floor so that one can see at a glance where to buy anything they want. Mr. Norton, their advertising man, has certainly done himself proud.

When Bawo & Dotter added dolls and toys to their other lines the trade received the innovation gladly, as it enabled them to concentrate their purchases. Now the firm has introduced housefurnishing goods, and buyers can get practically everything they need under one roof. It goes without saying that the goods are all right, because this house has never failed to have the proper makes on its counters and shelves.

Wm. R. Noe, one of the best known specialty lamp men in the country, and who has conducted business in the District for a great many years, announces that he has admitted his sons, William Robert, Jr., and Charles Eugene, as partners. The young men have been connected with the business for a long time, and will be welcomed by the trade in their new capacity. They are bright and energetic, and the house cannot fail to be benefitted by their admission to its interests.

A small dealer owed a bill in the District of \$25. He paid \$16 on account. After two or three weeks of persistent dunning he sent a check for the balance less two cents. When asked why this was done he replied that it was to pay for the postage.

Doing business under the name of the Art China Import Co., Hugo Freudenfels is firmly established at 32-34 West Twentieth street. In china he deals only in white goods. Besides half a dozen well-known makes he has three or four special lines which he controls. One from Bavaria is especially noticeable, not only for the quality of the ware and the artistic shapes, but for the remarkably low prices which are quoted. The wareroom is more extensive than it looks from the outside, owing to a jog at the front. He carries

full lines in stock of all the articles he shows, and immediate delivery can be made. Although he only opened in October he has already built up a very good business, which is increasing week by week.

Louis Wolf & Co. will be ready with their import lines Feb. 1. But in the meantime buyers in need of stock for special sales or to match up what they have on their shelves will do well to remember that the house is carrying a stock of popular-priced china and glass for immediate delivery which can be had either from the New York or Boston store.

Stewart & Crocker, Inc., is the way it now reads at 68 and 70 West Broadway, and their business is fine cut glass. Jas. M. Stewart has been established as above for a long time. He and John Ling started the business there. W. A. Crocker is the well-known glass salesman who was with Paul Durand for many years selling Baccarat glass. Lately he has had the de Patin agency and other cut glass lines and blanks.

Duncan & Miller have sent to their New York representative, Paul Joseph, their new line. The new pattern differs materially from any previous effort. It is a figured design, with an encircling band and panels enclosing a star. It is a line that grows on one. The longer it is looked at the better it is liked.

The line of French china dinnerware just received by Vogt & Dose embraces a variety of new decorations and shapes. Eleven open stock patterns in the well-known T. & V. china are exhibited.

Chas. L. Dwenger has just placed on display a line of new "Royal" china. All are odd shapes, and each is protected by patent. The border decorations are very neat and effective. Fred Reimer, who has returned from a very successful extended trip as far as the Pacific coast will remain at headquarters for the present, arranging the new stock, which is arriving rapidly.

Wm. Dealing discontinued the Corning Cut Glass Co. line the first of the New Year, but will have another at once. In pressed glass he is showing some excellent new designs from the Cambridge Glass Co.

The new showroom of the Goodwin & Kintz Co. in the Crockery Exchange enables the concern to display its products to much better advantage than before, and buyers who have looked the line over since

it has been placed in its new home have found many new points of excellence that had not manifested themselves previously. For the new year the concern has made ample preparations, and the trade may expect some handsome creations.

For the Cambridge Glass Co. Wm. Dealing will show, among others, design No. 2760. This is a combination of cut glass and rock crystal effect with the patented arch foot. In putting out this line they say that every piece is a work of art combined with practical ideas. They have a plan which they claim will largely increase the sales and profits of the dealer. A new catalogue is now ready for distribution.

Buyers looking for colonial candlesticks in cast brass will find the line of the Turner & Seymour Mfg. Co., displayed in New York at 47 Warren street, to possess points of distinct merit. There is a finish to the goods that stamps them with an individuality of their own. There are portables for both gas and electric uses, and numerous other items in spun and hammered metal.

W. R. Noe & Co. are producing a line of candle shades and shades for small lamps in a most attractive manner from brass with bead and chain trimmings; also toothpick holders with bead trimmings, and a lot of novelties that have only to be seen to be bought.

D. R. Marshall has received samples of the new lines put out this season by the Tarentum Glass Co. One is a plain shape on the colonial order, with the addition of a small star as a decoration. The effect of this is very good. It gives an added brilliancy to the design. Another in cut glass style is also excellent. These two lines are among the best the factory has turned out in a long time, and bid fair to be successful.

A. H. Ledden is now installed in his new quarters at 65 West Broadway. In addition to the Buffalo Pottery's goods he will show samples from the Hunt Cut Glass Co. and also the Uniack brass goods. E. L. Bates, who will share the room with the Iroquois China Co.'s line, was in Boston this week, but will have the new samples displayed early next week.

Buyers who have visited the new showroom of George Hamilton in the Crockery Exchange have without exception congratulated him upon the beauty of the place. The dinner and hotel ware from the Furnival pottery are now shown to great advantage.



Among the Potteries

East and West

East Liverpool and Vicinity. Not in years have the domestic pottery manufacturers of the West started a new year under more favorable auspices than they have this season. Every sales manager and every pottery owner holds an optimistic view concerning business. Some potteries will increase their decorating kiln capacity, while others contemplate increases in their clay departments.

* *

It is generally understood that when the Dresden Pottery at Salineville is offered for sale early in February several local interests will take it over. A report is current that the bondholders offered one manufacturer fifty-one per cent of the stock if he would operate the plant; but he declined the proposition.

* *

More ware was shipped from the Colonial pottery last month than in any previous December in the history of the company. The sales department of this plant is now in charge of Edward J. Touhill.

* *

An informal meeting of a number of pottery manufacturers was held here during the past week and gave consideration to certain classes of scheme ware. The questions arising were not settled, and another meeting is to be held shortly.

* *

The semi-vitreous china specialties of the Cartwright Bros. are being shown in many new decorations for this season. Their lines of salads, fish, game cake, fruit and berry sets are exceedingly attractive.

* *

Buyers who have been in this district are somewhat concerned over the threatened advance in freight rates. Some are making an especial effort to get good-sized orders through before any increase is authorized. A meeting of railroad traffic managers is said to be scheduled for this month, when the matter will be settled.

* *

Among the buyers in the district during the past week were Henry Fox, of Falkner & Fox, Chicago; I. J. Shear, of the Malden China Co., Malden, Mass.;

Joseph Lynch, with the F. E. Fowler Co., New Haven, Conn.; W. R. Montgomery, with Lynchburg Crocker Co., Lynchburg, Va.; W. G. Purser, with the New Chattanooga Hardware Co., Chattanooga, Tenn.; and John Fridel, of Wheeling, W. Va.

* *

H. R. Wylie, of the Huntington China Co., Huntington, W. Va., and W. J. Owen, with the Summit China Co., Akron, O., were here during the past week.

* *

The holiday shutdown with the local potteries was very brief. Some were idle only on Christmas Day.

* *

B. C. Simms and Frank A. Leonard, who have been at Cambridge Springs, Pa., for three weeks, have returned to their desks at the Thompson Pottery Co. greatly improved in health.

* *

Will L. Taylor, of the Knowles, Taylor & Knowles Co., accompanied by his daughter Mildred, are spending a season in Florida.

* *

Calls for dinner ware are more extensive than a year ago at this time, and manufacturers believe that 1910 will be another good dinner ware season. They have all given especial attention to the line. Border decorations are very popular with buyers, and many new effects are being shown.

* *

The Hall China Co. will present their new blue willow ware at an early date. Underglaze decorations are being made a feature this season, eighteen new ones being shown on their dinner lines.

* *

A coin gold decoration on dinnerware by the Globe Pottery Co. is the highest-priced pattern ever shown by this concern. General Manager C. H. Bauman reports an excellent volume of business and that the plant is being operated to its capacity.

* *

Frank W. Moore, a well known salesman here, has become identified with the Jens-Lorenzen Crocker Co., of Davenport, Iowa.

Twenty-two decorations are being shown by the French China Co. on their new "Lorna Doone" dinner shape, which is considered the best ever created at this plant. The treatments are also very attractive. A new creation in decorations is the "Monotone," which is being shown on salads and other specialties. There are no two pieces exactly alike and the lustre effect is a distinct novelty.



Edmund R. Willets, the former president **Trenton.** of the defunct Willets Mfg. Co., who went West several months to engage in mining, has been forced to give it up because of the exposure and intense cold. He has returned to this city and in all probability will resume business here.

* *

With the appointment of Samuel Taft, a well-known potter, to the Board of Police Commissioners that body has now three representatives of the pottery industry. Harry S. Maddock is the new president of the Board, and associated with him is Frank H. Hutchins, first vice-president of the National Brotherhood of Operative Potters.

*

The condition of James Tams, president of the Greenwood Pottery Co., who recently underwent a delicate operation at St. Francis hospital, is reported as being greatly improved, and his speedy recovery is now looked for.

* *

W. H. Conover, night watchman at the Mercer Pottery, was stricken with a severe hemorrhage while on duty Tuesday night. His condition is serious.

* *

The employees of the National Art China Co. received \$10 gold pieces as Christmas presents from Messrs. Titus & Bell, proprietors of the plant, together with two days' vacation on full pay.



John G. Burley has formed the **Zanesville, O.** John G. Burley Pottery Co., with a capital stock of \$60,000. The main office will be located in Crooksville.

* *

The Zanesville-Crooksville Sales Co. will soon have a new catalogue ready for the trade.

* *

Following the strike of the three-million gas well at Crooksville recently, on New Year's day another big one came in, yielding both oil and gas. This is of great moment to the potters of this locality. Two of them have already connected.



Business with the Edwin M. **Chester, W. Va.** Knowles China Co. is the best in years. The dinner lines of this concern, which are being shown in open stocks, are more attractive this season than ever.

THE BEGINNING OF THE SALESMEN'S ASSOCIATION.

IT may be interesting to the present generation of salesmen to know how, when and why the Salesmen's Association was formed, and who were present at the first meeting.

In December, 1891, "Andy" St. Gaudens, a traveler in the employ of a crockery house, died, and a subscription was taken up for the relief of his family. This was not the first occasion of the kind, and W. S. Harris, who was then editor of the CROCKERY AND GLASS JOURNAL, conceived the idea of establishing in some way a fund which could be employed for the relief of distressed widows and orphans, and on Dec. 24 issued from this office an invitation for salesmen to meet at Schuman & Pidgeon's, on Murray and Church streets, where a dinner had been arranged for the evening of Jan. 7, 1892.

Those who responded were: Jas. Maccabe, with the Cumberland Glass Co.; Walter B. Wells, with Whitney Glass Co.; Wm. R. Demorest, with Dithridge & Co.; Louis Seixas, with Abram French Co.; John E. Plummer, with Chelsea China Co.; W. W. Magee and Albert E. Snow with Plume, & Atwood Mfg. Co.; S. P. and W. H. Arnold, with Frank Haviland; Geo. F. Mackey, with Ahrenfeldt & Son; J. Bourne Pinder, with American China Decorating Co.; Alex. P. Menzies, with Usher & Osborne; Oliver C. Holmes, with Swann & Whitehead; Harry P. Muirheid, with Ott & Brewer Co.; Chas. Streiff and F. J. Jevy, with J. Pouyat; Ed. Fox, with Phoenix Glass Co.; Arthur J. Bailey, with Lane Mfg. Co.; M. H. Deyo, with Tarentum Glass Co.; J. E. Mosheim and N. S. Kaplan, with J. E. Mosheim & Co.; A. Draper, Jr.; Chas. Siegman; Con. Meyers, with Whitney Glass Co.; Jos. Burroughs; John Nixon, with Fostoria Glass Co.; Geo. M. Jaques and W. S. Harris, of the CROCKERY JOURNAL.

A temporary organization was formed to nominate permanent officers, with the following result: Louis Seixas, president; Jas. Maccabe, vice-president; Wm. R. Demorest, secretary; Albert E. Snow, treasurer. Board of directors: O. C. Holmes, M. H. Deyo, Geo. F. Mackey, Emil Goepner and John E. Plummer.

We are moved to recount this bit of history in order to correct any misapprehension that may arise by reason of the remarks of President Snow at the Salesmen's banquet, and in order that due honor may be given to W. S. Harris, who has always been known as the "Father of the Association."

GOOD BUYING AT PITTSBURGH.

PITTSBURGH, JAN. 5.—All buyers who have been to the glass and pottery exposition here this week have purchased largely of general lines. They announce that stocks are exceedingly low and in many cases early shipments are requested. The glass buyers in particular are very optimistic. Prices have an upward tendency.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. "Glass manufacturers are not going to war with each other on prices this season," said one of them this week. "Every one is out for all he can get. The lines have been so arranged that good quotations can be obtained. High grade lines are going to bring good prices, and the medium-priced and cheaper goods will likely be higher than a year ago. The manufacturers are a unit in the opinion that they should get more for their goods, and the buyers seem to realize that a change is about due."

Addison Thompson and Harry S. Toynbee, as receivers of the Rochester Tumbler Works, have filed an account in the Beaver, Pa., County Court, which is now in the hands of Louis E. Graham, auditor. Upon its verification a distribution will be made to creditors.

Exhibits that will open at the Seventh avenue Hotel next week will include Gillinder & Son, Philadelphia, Mr. McCarty in charge, and the Potomac Glass Co., under the direction of Mr. Pugh.

Buyers were in the market representing the following: Charles Rosenheim & Co., Louisville; Bayless Bros., Louisville; S. S. Kresge, Detroit; Dives, Pomeroy & Stewart, Harrisburg and Reading, Pa.; Pettis Dry Goods Co., Indianapolis; Wm. Gable & Co., Altoona; the Scott Syndicate; Adam Meldrum & Anderson Co., Buffalo; Sweeney Co., Buffalo; Leopold & Co., Baltimore; Cullen & Co., Knoxville, Tenn.; Oscar Guerke & Co., Newark, N. J.; Butler Bros., New York and Chicago; the Clafin stores; C. C. Newman & Co., Knoxville Tenn.; Hollweg & Reese, Indianapolis; Miller Bros., Hanover, Pa.; Christ. Meader, Scottdale Pa. All these were registered at the Fort Pitt Hotel.

The Rochester Tumbler Co. are now operating twenty-six pots, their capacity being increased Monday when their No. 3 furnace was started. There will be two furnaces on blown ware and one on pressed goods. It is the intention of the company to show several new decorations in etched ware soon.

The Consolidated Lamp and Glass Co. will maintain an exhibit of its new 1910 lines in suite No. 312

Bissell Block, in charge of H. A. Tanner. It is possible that the goods will be ready for display late this week. The factory at Coraopolis is running full time, and a good volume of business is on the books.

R. W. Fisk, of the sales force of the Consolidated Lamp and Glass Co., and traveling in the East, has had Boston added to his territory.

The board of directors of the Pittsburgh Lamp, Brass and Glass Co. has declared the regular quarterly dividend of $1\frac{3}{4}$ per cent on the preferred stock, payable January 1.

It is important that all buyers of glass, no matter in what line, should attend the Pittsburg exhibit this month. It matters not whether the dealer is a large or small buyer. The store that employs a professional buyer never lets an opportunity pass to send its man after all that is new. The smaller dealer should go himself. He will be just as welcome as the large purchaser. Economic conditions mark an important phase of the glass business at this time. Prices cannot always remain at their present level. Raw materials are advancing, and so must the finished goods. It would therefore be wise for the small dealer to get into the market as soon as possible.

Frank Lawrence, of the Fostoria Glass Co., has advised several local buyers that while the factory is not making an exhibit here during this month the Fostoria line will be shown here by him a little later.

The Western Glass and Pottery Association met Wednesday night and nominated officers for the year, as follows: President, Watson W. Lang; first vice-president, Howard C. Jenkins; second vice-president, Thomas Lahr; secretary, J. G. Kauffman; treasurer, Robert G. West. Directors (two to be elected): Edward Minnemeyer Jr., Frank I. Simmers, A. I. Duvall, James McHugh, William C. Lynch, James C. Deenes. The election will be held later in the month.

At a meeting of the glass manufacturers held in the Association rooms on Sixth avenue, and which was attended by representatives of the workmen, it was agreed to eliminate from the shops the cutters' piece-work system, which means that the workmen

are now at liberty to make all they can and cut as much as they desire. It is said that the question was brought up by the manufacturers, who contended that the workmen in the closed shops should be permitted to compete with those in the open shops. An increase of five per cent was also granted the workmen for the making of opaque ware.



Work has started upon the erection of a new fourteen-pot furnace at the plant of the Beaver Valley Glass Co., which is expected to be ready for operation early in February. This will give them a capacity of twenty-six pots. It is planned to increase the output by the addition of a line of tankards and specialties, besides a complete line of stemware.



Business is exceptionally good with the Fostoria Glass Co. The holiday suspension was very brief. There was idleness but two days—Christmas and New Year's. Operation was resumed in full in all departments Monday, and the outlook for a continued run throughout the year is glowing.



John O. Erskine, after a two months' trip through the Northwest in the interest of the Haskins Glass Co., spent the holiday season at his home here. He is planning to start out immediately with a complete line of new samples.

MANNING-BOWMAN CO. EMPLOYEES AT BANQUET.

THE salesmen, officers and office staff of the Manning-Bowman Co. enjoyed their annual banquet at the Home Club, Meriden, Conn., Wednesday evening Dec. 29. President Geo. E. Savage presided. Souvenir black seal memorandum books were distributed, impromptu speeches were made, and some original verse touching those present was read by H. S. Mirrieles, the New York representative of the company.

THE CARE OF CHINA.

TO keep a china closet in apple-pie order is by no means an easy task, especially if many of the pieces are Dresden or Lowestoft ware.

Once a month every bit of china should receive a special cleaning, even if it has not been in use, for no closet is absolutely impervious to dust. For plain pieces all that is necessary is to wipe them with a soft cloth that will leave no trace of lint. But openwork pieces must be carefully washed in hot suds and with a soft brush which will penetrate every tiny crevice.

If ornaments with Dresden flowers in relief need washing, a fine spray will do the work best. A brush is not to be recommended for such pieces.

To avoid dimming gold decorations on china it should always be washed in luke-warm water and

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its selling value attested by the hosts of imitations.

ROYAL CROWN DERBY, ENGLISH CHINA,

The recognized standard of pottery excellence.

BING & GRONDAHL'S COPENHAGEN CHINA,

By special appointment porcelain manufacturers to H. M. Queen Alexandra of England.

F. W. JENKINS & CO., 42 PARK PLACE.

1910 SPECIALTIES.

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

Semi-Vitreous China Body.

(THE NEW BODY.)



Our new Glendora dinner shape is made of this body, and is a handsome one, both for jobbers, retailers and department stores.

25 specialties of this body are being shown in plaques, salads, fish, game, fruit, berry and cake sets, and many others. Decorations are the best the market affords.

Write us about these new lines.

Import China Line for 1910.

Louis Wolf & Co.,

Importers and Commission Merchants,

696 to 706 Broadway, New York.

102 to 106 Pearl Street, Boston.

194 Fifth Avenue, Chicago.

Our new lines for the coming season in China, Glass, Bric-a-Brac, etc., are ready, and include many novelties from several new factories.

Tree Ornaments Ready January 15.

Dolls and Toys

will be ready February First.

We have a good stock of popular-priced
China and Glass ready for
immediate delivery.

mild suds and rinsed afterward in clear water of a warmer temperature.

The china in daily use often gets a smeared look, which is only visible in certain lights, perhaps, but which is distressing to the family pride when discovered by some eagle-eyed aunt, who will delight to remark: "In my mother's time china never would have looked like this, or have been allowed at the table if it did." This appearance is due to the fact that the rinsing has not been well done. Plates and saucers should be placed in wire racks for the final rinsing, and the water poured over them or played on them by tube and spray, the water being of such a temperature that they dry almost instantly.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 17, 1909.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 12, 1910, at 12:30 o'clock, p.m.

By order of the Trustees,

L. S. OWEN, Secretary.

HELP WANTED.

SALESMAN WANTED—Salesman of experience and character by manufacturer of national reputation to handle side line of specialties, selling to department, general store or house-furnishing goods trade. No sample. Sold from photographs. Yield handsome returns. Give permanent address. THE OSCAR ONKEN Co., Cincinnati, Ohio, 698 West Fourth St.

FOR SALE.

FOR SALE—The only china and glassware business in Montgomery, Alabama. Population sixty-five thousand. Established twenty-two years ago by me. Best trade. Clean stock, about \$10,000. Bargain for quick buyer. JAMES E. MADDOX.

FOR SALE—Three salesmen's trunks, fitted with trays and padded, suitable for china and glass samples; will sell very cheap. THE EDWARD NORTON Co., Bennington, Vt.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession January 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

JAS. M. STEWART.

W. A. CROCKER.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York,

REPRESENTING:

CRISTABLERIE DE PATIN, Paris, France.

Table and Art Glass, and Blanks for cutting.

WM. H. GIBBS, Hawley, Pa.

Rich Cut Glass, Tumblers, Jugs, Vases and Specialties

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,

(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Sons
MONTEREY,	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA. Hotel,	"
The MILAN. Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT.	"
The BALMORAL,	"
The SANTOS. White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold	"
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE, Royal Worcester Porcelain Co	"
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH	"
The INNSBRUCK.	"
The BARONIAL, White and Gold, Bavarian China.	"
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE UNION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here

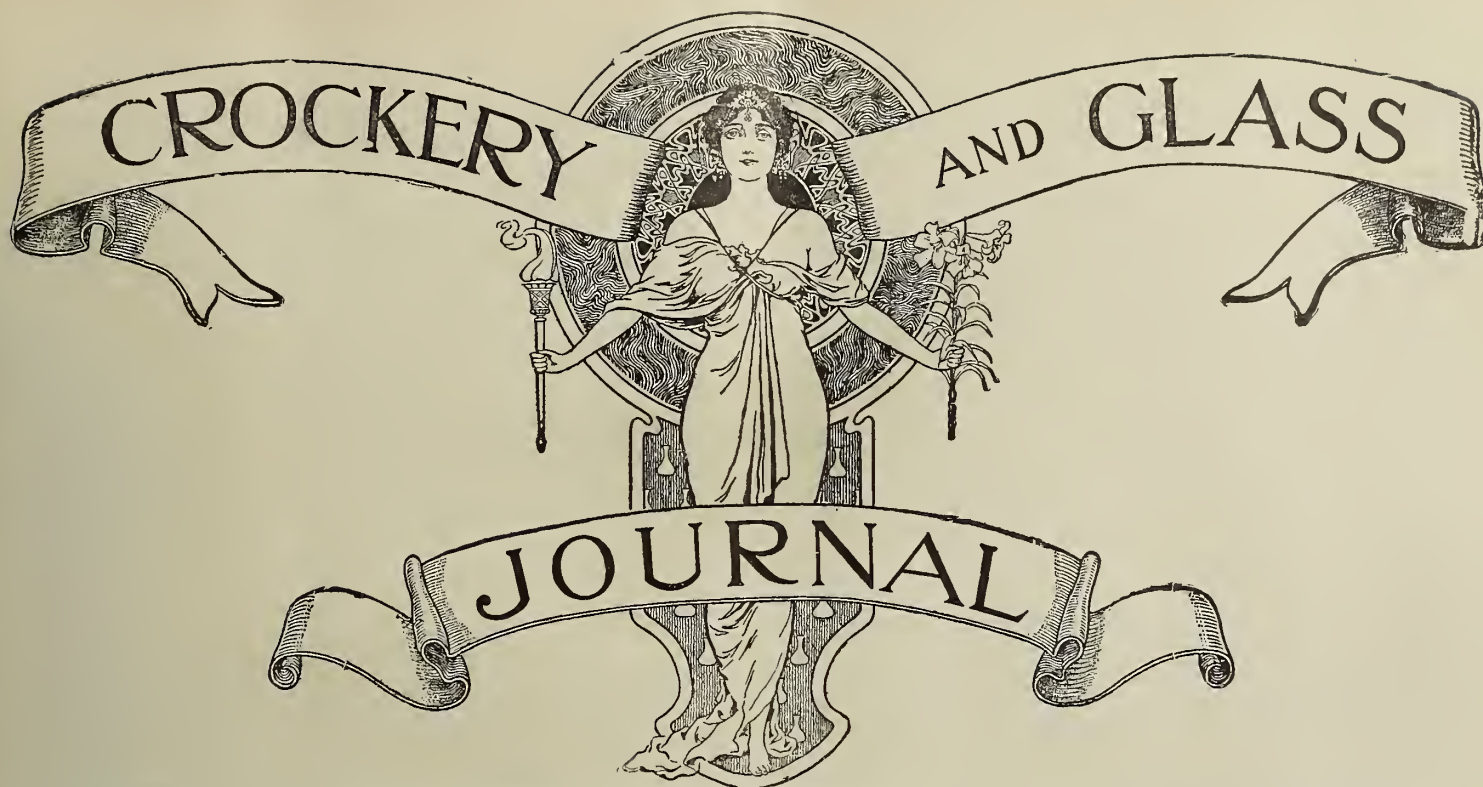
Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO, Boston.



NEW YORK, JAN. 13, 1910.

ANNUAL GLASS EXHIBIT AT PITTSBURGH.

TIME was when a description of the annual display would have been headed "The Glass Exhibit at the Monongahela House," because all the goods were on view there. The buyers, too, nearly all registered at the same hotel, and made it a sort of family gathering. The break began by the latter seeking other quarters, some of them thinking that glass all day and all night was a little too much of a good thing. It is hardly to be supposed that they escaped, however, for the exhibitors also began to make changes, and the displays were accordingly made last year, as this, in different hotels.

FORT PITT HOTEL.

INDIANA GLASS CO.

Three new tank glass lines are being shown by the Indiana Glass Co. in Room 639, which is in charge of Thomas Lohr. Two of these lines are of a Colonial pattern, and are shown in crystal, and crystal and gold. Their new figured line is an imitation cut pattern. One of the features of this display is a No. 9 sewing lamp, which is being shown complete, with chimney and burner. A number of specialties are also on view.

ECONOMY TUMBLER CO.

A combination of cut and etched stemware is the main feature of the exhibit of the Economy Tumbler Co., which is in charge of S. P. Henry. The line is a complete one, including nappies and finger-bowls. An almond set, which is an exclusive creation with this firm, is a specialty that has been one of the best offerings of the season. The cuttings are neat, and the complete set consists of several pieces.

JEFFERSON GLASS CO.

B. W. Jacobs, of the Jefferson Glass Co., is showing some very clever creations in the "Krys-Tol" product. The new "Verona" is strictly in keeping with former "Krys-Tol" creations and possesses an exclusiveness and originality in the designing which argues for it a popularity and success second only to the famous "Chippendale." The latter line has been increased by the addition of about fifty new and beautiful pieces this year.

DUNCAN & MILLER GLASS CO.

A number of new additions to the Colonial line of 1909 are being shown by the Duncan & Miller Glass Co., Walter B. Lindsey and J. C. Rent in charge. They consist of pickle and cracker jars, syrups, oils, catsups, ice cream sets, tankards and pitchers, and fern dishes. The new table line is a figured sunburst pattern. Individual salts and celery dips are new creations in the Colonial line.

TARENTUM GLASS CO.

Two new lines of tableware are shown by the Tarentum Glass Co. this year, the exhibit being in charge of S. Q. Hamilton. The Verona is in crystal, crystal and gold, and ruby and gold. It is a neat, plain-figured pattern. Their new Panama line is a richly figured pattern, and is also shown in gold decorations. The line of crystal candlesticks is shown in four different patterns.

EAGLE GLASS AND MFG. CO.

Lamps form the main feature of the display of the Eagle Glass and Mfg. Co., which is in charge of Sam. O. Paull. The line of night lamps is a large one, and many new decorations are used this season. Salts and peppers are in variety, while the line of gas and electric globes is an added feature.

A. RADFORD POTTERY CO.

An entire new line of novel old ivory decorated jardinières, pedestals, umbrella jars, fern dishes and waste-paper baskets is the main feature of the display of the A. Radford Pottery Co., in charge of C. S. Yeagle. The line is an attractive one, and is being shown in a number of new glazes.

PHOENIX GLASS CO.

H. B. Whitney is showing a line of new decorated lamps and inverted gas globes from the factories of the Phoenix Glass Co. The decorations are exceedingly effective. Mr. Whitney is specializing glassware for inverted burners, this line being an extensive one. The blown and pressed lines of the Rochester Tumbler Co. are also being displayed by Mr. Whitney.

A. H. Ebberts is showing for the Phoenix Glass Co. an exclusive display of gas and electric goods, both upright and inverted. A feature of this exhibit is the new "Pheno" high-efficiency line for tungsten lamps. Dec-

orated electric shades, cut and roughed bowls and stalactites are also on view.

MILLERSBURG GLASS CO.

Crystal tableware and iridescent specialties are leading features with the Millersburg Glass Co., the display being in charge of H. F. Webber. The specialty line is being shown in many new shapes, consisting of vases, comports, nappies, berry sets, salads and many other pieces. In the crystal tableware four lines are shown. One is a Colonial pattern, while the other three are imitation cut.

STAR GLASS CO.

Decorated and enameled lamp chimneys and lantern globes in endless variety form a neat display by the Star Glass Co., of Star City, W. Va. William J. Patterson is in charge. The exhibit is in Room 630, and is more extensive than last year.

J. W. M'COY POTTERY CO.

J. F. Daley is in charge of the exhibit of the J. W. McCoy Pottery Co., and is showing a long line of new blends in jardiniere, pedestals and umbrella stands. A combination jardiniere and flower pot and combination fern dish and liner are among the new offerings. A handled art jardiniere is being made a feature by this concern.

NEW MARTINSVILLE GLASS AND MFG. CO.

Several new lines of tableware and a number of specialties, both in crystal and decorated, are offered by the New Martinsville Glass and Mfg. Co., in charge of Dave Fisher. The several lines are much larger than those shown a year ago, and the patterns more attractive.

JONES, MCDUFFEE & STRATTON CO.

Features of the display of the Jones, McDuffee & Stratton Co. are stock pattern dinnerware in English, Austrian, Bavarian and French china, ranging in price from a very modest Austrian to the finest English encrusted gold patterns. There is an unusual display of English porcelain. The exhibit is in charge of J. P. Gordon.

BRYCE BROS. CO.

New cuttings in rock crystal effects, and the pond lily etching on stemware are the leading features of the exhibit of the Bryce Bros. Co., in charge of W. H. Duval and G. S. Bryce. A number of new pieces have been added to their other lines, consisting of comports, covered bon-bons, and new shapes in stemware. Glass oyster and sandwich plates are shown in many new cut and etched patterns.

JOHN B. HIGBEE GLASS CO.

Two new lines of table glassware—one a Colonial and the other a figured pattern—are featured in the exhibit of the John B. Higbee Glass Co., the display being in charge of R. G. West. The Colonial is a line of over 100 pieces, while the figured, which is an imitation cut line, is about as extensive. Besides these lines, a number of specialties are shown.

A. H. HEISEY & CO.

C. G. Cassel is showing the two new lines of A. H. Heisey & Co. One is a light figured pattern and the other plain Colonial. The line of vases is larger than heretofore. New pieces in some rock crystal effects are proving very popular. A sanitary straw holder, crushed fruit jar, fern dish and serving fish are among the attractive offerings.

H. NORTHWOOD CO.

The "Iris" iridescent line is a leading feature of the H. Northwood Co. exhibit, in charge of Harry and Clarence Northwood. Flower vases, bowls, punch-bowls and nappies are among the most popular pieces. Many decorated table lines are shown, and the water sets are in great variety.

COOK POTTERY CO.

W. F. Ellisson is showing the Cook Pottery Co.'s vitrified china lines and many effects—the two-and-three-color underglaze ware being a leading feature. The "Florence" shape is light and thin, and the decorations exceed anything heretofore used on this pattern.

FEDERAL GLASS CO.

The line of jugs of the Federal Glass Co. this season is much larger than last season. The exhibit is in charge of Jule Braun and Morris G. Woodhull. An imitation cut full-polished table line, the pattern being a heavy one, is a feature. Full lines of jellies, tumblers, beer mugs, and ice teas are also shown. The blown line consists of ales, sodas, and tumblers of all descriptions.

CO-OPERATIVE FLINT GLASS CO.

The "Swan" and "La France" are the two new table lines shown by M. J. Adams for the Co-operative Flint Glass Co. The "Swan" line is an imitation cut and scroll pattern in crystal and crystal and gold. "La France" is a rock crystal effect, and is shown in crystal, ruby, and gold decorations. Both lines are proving popular. A baby punch bowl is a new offering. Many of the best lines of last year are also on display.

CAMBRIDGE GLASS CO.

Four new lines of crystal tableware are in the exhibit of the Cambridge Glass Co., which is in charge of Arthur J. Bennett and C. S. Rockhill. The new Colonial line is a complete one and includes a number of specialties. In the "near-cut" patterns there is a heavy and medium weight line. The arch-foot line is an especial feature and is exclusive with this firm. This line consists of fern dishes, bowls, nappies and many other items. The pattern is a near-cut design with a satin decoration.

BUFFALO POTTERY.

The hand-painted "Deldare" ware in Old English designs and Blue Willowware are leading offerings of the Buffalo Pottery, the exhibit being in charge of E. E. Wilgus. The "Macen" dinner ware is confined almost entirely to borders, so far as treatment is concerned, but the variety is almost double that of last year. The underglaze treatment in three colors on this shape is an entirely new offering.

ROSEVILLE POTTERY CO.

Ben. F. Feldner is showing a long line of new art goods from the Roseville Pottery Co. Their line of matt glazes in three different tints on jardiniere and flower pots is a decided novelty. Among other specialties are long lines of ferneries and wall pockets. Tea, smoker and dresser sets are shown in great variety.

D. C. JENKINS GLASS CO.

By far the best display ever arranged by the D. C. Jenkins Glass Co. is in charge of Howard C. Jenkins. Their new "gro" line is a Colonial effect in shapes never before produced. In addition to this they have a complete line of tumblers, goblets, wines and cordials, and two large lines of blown jugs, glass lip molasses cans, fish globes, display jars and lantern globes.

WARNER-KEFFER CHINA CO.

Fred Kline for the Warner-Keffer China Co. is featuring twelve exclusive open stock dinner patterns on their new "Marlow" shape. The specialty line consists of plaques, salads, jugs, tankards, covered muffins, cheeses and ramikins in Oriental hand-painted and coin gold treatments.

COLONIAL ANNEX.

H. C. FRY GLASS CO.

Many new cuttings are displayed by F. C. Winship, representing the H. C. Fry Glass Co., Rochester, Pa. The exhibit is one of the best of the cut glass lines shown here this season.

A. L. TUSKA & CO.

A complete line of Japanese goods was shown during the week by H. H. Thomas, representing A. L. Tuska & Co.

GEO. H. BOWMAN CO.

English, Austrian and Haviland china dinnerware is extensively shown by Charles S. Ellis for the Geo. H. Bowman Co. The lines are for spring delivery, both from stock and on import. A feature of this exhibit was the new Johnson Bros. patterns.

SEVENTH AVENUE HOTEL.

M'KEE-JEANNETTE GLASS WORKS.

The remodeled and handsomely decorated banquet hall of the Seventh Avenue Hotel is occupied this year by the McKee-Jeannette Glass Works, this display being in charge of W. L. Gaston. Table glassware is featured exclusively. Under their well-known trade mark, "Pres-cut," they are offering a new design known as "Quintec," which is meeting with the approval of the trade. Many additions have been made to their Colonial line, consisting of new table pieces and specialties.

WELLINGTON AND POTOMAC GLASS CO.'S.

The Wellington and Potomac lines of glass are being shown by Geo. S. Pugh. The Potomac lines consist of full blown plain and etched goods, the deep etched line being especially attractive. The line of acid etched goods is more extensive than last year. In the Wellington line may be found inverted and upright gas and electric goods.

OLIVER CHINA CO.

S. E. Bryson is showing the full line of the Oliver China Co., consisting of new treatments in dinnerware, a full line of salads, jugs, plaques, berry and fruit sets. The decorations on the specialties are good and the entire line presents an attractive appearance. A feature of the display is the unusually large line of assortments, showing decorations never before offered on this class of goods.

DUGAN GLASS CO.

The "Aurora" is the most recent offering of the Dugan Glass Co., whose exhibit occupies a suit of three rooms. This is a colored iridescent glass on a crystal base, and is being shown in a variety of shapes. About 500 pieces are made, ranging from a punch bowl to a condiment set. The exhibit is in charge of Walter G. Minnemeyer.

WESTMORELAND SPECIALTY CO.

New creations in vases are being featured by the Westmoreland Specialty Co. this season. "Decals" are used on the larger sizes, and together with the matt colors give a vase a pottery effect.

AMERICAN GLASS SPECIALTY CO.

Specialties in ruby and gold, crystal and gold, and opal decorated glassware are being featured by the American Glass Specialty Co., and a long line of new souvenir goods is also being shown by the company's representative, John C. Miller.

STEUBENVILLE POTTERY CO.

Joe S. Wilson has charge of the display of the Steubenville Pottery Co., which is featuring dinnerware more extensively than ever this year. About twenty-five open stock patterns are exhibited. The new line of jugs is being shown in a variety of treatments.

LANCASTER GLASS CO.

The feature of the exhibit of the Lancaster Glass Co. is the line of vases in Rookwood and Copenhagen effects. Their "400" Colonial table line is an attractive one and is shown in a full assortment. A new line of iridescent lustre glass called "Aurora" includes a number of specialties. The exhibit is in charge of L. P. Martin.

HOCKING GLASS CO.

The "Billiken" shaker of the Hocking Glass Co. is conceded to be the best novelty on exhibit. It is gold decorated on crystal, and has a metal cap. The line is in charge of I. J. Collins.

HOTEL ANDERSON.

S. A. WELLER.

Ivory effects are to the fore in the exhibit of S. A. Weller, art pottery, in charge of S. T. Pletcher. The line consists of jardinières, vases, cuspidors, umbrella stands, fern dishes and specialties. The ivory finish is their latest creation in art pottery. The "Claywood" line has been enlarged, and, like the "Souvevo" ware, is very popular. The "Lentina" ware is entirely new and comprises high glazed decorated fern dishes and jardinières. "Narona" ware has a wax finish, the decorations

being in relief. "Bells of San Juan" is a line modeled after the old buildings of California.

HOTEL HENRY.

VODREY POTTERY CO.

The new "Risco" dinnerware shape is the feature of the exhibit of the Vodrey Pottery Co., the display being arranged by William Cox. The decorations border patterns both in colors and gold coin. Their new toilet shape, the "Bonita," is shown in Oriental decorations.

QUAKER CITY CUT GLASS CO.

Fred J. Classen is showing a number of new cuttings by the Quaker City Cut Glass Co.

MAPLE CITY CUT GLASS CO.

C. M. Newcomb is showing many new designs from the Maple City Cut Glass Co., Hawley, Pa. The line is much larger than heretofore shown.

J. J. NILAND CUT GLASS CO. . .

The "Charm" is a new line of cuttings being shown by A. Tracy Bergen from the J. J. Niland Cut Glass Co., Meriden, Conn.

UNITED CUT GLASS CO.

F. H. Gallagher is showing the lines of the United Cut Glass Co. and the Keystone Cut Glass Co.

HERBECK-DEMER CO.

Emil Herbeck is featuring the new "Carnation" line of cut glass from the Herbeck-Demer Co., Honesdale, Pa. This line is displayed in fifty-one different shapes and is the most attractive the concern has ever produced. Mr. Herbeck is assisted while in Pittsburg by J. M. Kurtz.

KRANTZ-SMITH & CO.

New cuttings in bowls, tumblers and special shapes in jugs, vases, creamers and comports are being exhibited by Krantz-Smith & Co., Honesdale, Pa., in charge of A. R. Englemann.

HUNT GLASS CO.

The lines of the Hunt Glass Co., and the brass goods of the Uniack Mfg. Co., are being shown by J. M. Uniack. The latter is the most extensive displayed here in years, and is very attractive.

D. F. HAYNES & CO.

W. R. Neal has a neat display of the entire line of pottery from D. F. Haynes & Son, Baltimore.

STERLING GLASS CO.

Rich cut and engraved cut glass was featured by J. H. Johonnot, who is representing the Sterling Cut Glass Co. The creations this year surpass any previous effort of this company.

KNOWLES, TAYLOR & KNOWLES CO.

Cecil Taylor is showing all the new patterns of K. T. & K. Co. The "Ramona" and "Lotus" dinner shapes are among the most attractive domestic pottery offerings in the market.

MADDOCK & MILLER.

The import lines of Maddock & Miller are displayed in an attractive manner by Henry R. Shirley.

ROBERT SLIMMON & CO.

Harry Clark has the most recent offerings of Robert Slimmon & Co. His display is very attractive.

T. B. CLARK CUT GLASS CO.

The cut glass line of the T. B. Clark Co., Honesdale, Pa., is being shown by S. R. Henry, Jr.

KINNEY & LEVAN.

Over ninety open stock patterns in French, Austrian and English dinner ware are being displayed by W. W. Lang at the Pittsburgh sample room of the firm.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday
BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 13, 1910

TURNING STOCK.

HOW often a dealer should turn his stock is a question dependent upon circumstances. Locality, class of trade and quality of goods have their influence, and much hinges upon how the ware is handled. If the buyer or manager is alive to conditions he will see that the goods most in demand are always on hand ready for immediate delivery.

Every buyer should know the staples—upon the selling qualities of which he can always depend. One employee should be delegated to keep the run of this particular stock. Divide the task of keeping a check on the different wares among the salespeople, and hold them responsible. Let them report each day how the goods are moving. Calls for wares that are not carried, or which are out of stock, should also be reported daily. By this means the buyer will know what people want and will be guided in his purchases by the demand indicated. It is almost like a daily stock-taking, but by the division of labor it is made comparatively easy. Specially-prepared slips for each department should be used, and the buyer, by glancing at them, can see at once what goods are moving rapidly, and thus order more before the stock is depleted.

Stock can be turned more frequently by this method than if no records are kept. How many turns can be made depends upon locality. One community may be rich, another largely composed of wage-earners. But taking the trade as a whole and striking an average, it is conceded that two and a half turns of the general stock during the year are about fair. Of course there are variations with reference to particular

portions of the stock. Open stock dinner ware may move three or four times, while fancy goods may not turn more than once in the same period.

PERSONAL.

"NO; I didn't slip on the ice," said H. H. McBride of the U. S. Glass Co.'s force, as he came limping down Murray street on Monday. He was walking along, he explained, and stumbled against one of the slightly-elevated platforms so numerous in the District. He fell heavily, tearing the flesh from one knee, skinning his right arm, and raising a lump over his eye. Two young men with whom he collided and toppled into the gutter, although considerably bruised themselves, went to his assistance, and after recovering somewhat from the shock he managed to reach home, where he remained in bed for several days.

W. Illsley, buyer for Barnard, Sumner & Putnam Co., Worcester, Mass., made some early purchases in the District the fore part of the week. He was accompanied by M. Van H. Densmore, of Salem, Mass., a member of the firm.

A. Breton, buyer for the Curran Dry Goods Co., Waterbury, Conn., was a visitor in the District.

Geo. Hamilton starts early next week for a run to Philadelphia, Baltimore and Washington with samples of new goods from Furnivals. These standard wares, always fine, are better than ever this year and fully up to date in every respect.

L. A. Carter, buyer for Snellenburg, Philadelphia, came over to New York on Saturday for a day, just to look around and incidentally place a few orders. He reports the biggest holiday trade in the history of his department.

During the holidays Mr. Wilson Heisey gave a dinner to the Heisey Social Club, an organization maintained by A. H. Heisey & Co., and consisting of the boys in their employ.

E. L. Slocum, for many years connected with Pennsylvania cut glass factories, is now covering the Southern territory for the Sterling Cut Glass Co., Cincinnati. Joseph Phillips, formerly president of this company, is now traveling on the Pacific coast with its line.

C. A. Haviland, formerly buyer for Geo. Ferguson, New Rochelle, N. Y., writes from Koppel, Pa., that his health is slowly improving.

A. Paroutaud, who has been expected in New York for many weeks, writes us that he has been detained, and that his departure from Europe is still uncertain. But he invites buyers who visit Limoges to see his samples in that city. They include goods from other potteries in that district as well as from his own factory.

John B. Barny will leave the first of next week with full lines of new goods from M. Redon. He goes to the Far West and will cover pretty nearly the whole country before he returns.

F. M. Garrison, who represented the Geo. H. Bowman Co. on the Pacific Coast, has resigned. He says that for eight years he has had practically no vacation, and he is now going to join his family about fourteen miles from Seattle to live on a farm and take a year's rest.

The J. D. Bergen Co., Meriden, Conn., has placed A. J. Hall, of Meriden, in charge of its New York office. Jos. Iron, the former incumbent, is now representing the Wm. A. Rogers silver line in Southern territory. W. R. Taylor continues as salesman with Mr. Hall, looking after the trade in New York and vicinity.

P. G. Rider, of Amsterdam, N. Y., was one of the District's visitors.

Wm. Howell, with Pitkin & Brooks, Chicago, sailed for Europe on Saturday to buy goods.

Louis Reizenstein paid a flying visit to the city on Thursday and Friday of last week.

Alfred B. Evans and Norman C. Walker, with Meakin & Ridgway, left on Sunday night for a short trip preliminary to the opening of the season.

Harry S. Clarke, with Robt. Slimmon & Co., is skirmishing over his territory on a hand-shaking tour, but will be back in time to meet the buyers in February.

Louis W. Greeman, who drums the city trade for Morimura Bros., is making things hum in the Japanese line. He has had twenty years' experience in the trade—ten with L. Straus & Sons and a like number with A. A. Vantine & Co.—but doesn't look it. He is the youngest-looking man for his age in the trade.

E. U. Stiner, buyer of dolls for Louis Wolf & Co., came home from a European trip, arriving on the 7th inst.

F. W. Reichenbacher, the cut glass agent, is again at his headquarters in the Crockery Exchange Building after an enforced absence of two weeks due to a severe attack of rheumatism.

Geo. N. Blust, local representative of the Pittsburgh Lamp, Brass & Glass Co., met with a curious accident on Christmas Day. He had merely raised his right arm to reach for something, when—crack! and his shoulder became dislocated. That's why the trade missed him for the ensuing ten days.

"Jack" Wilson, Western scout for the Buffalo Pottery, opens a two weeks' engagement at the Palmer House, Chicago, next Monday. Arlington H. Ledden, New York representative of the concern, is this week at the Continental Hotel, Philadelphia.

B. M. Dearstyne was placing orders in the District the fore part of the week for the "Silver Ten Cent Store," Savannah, Ga.

Wm. H. Steiner, the Baltimore pottery and glass agent, was visiting old friends in the District Wednesday and Thursday of this week, and incidentally arranging for 1910 samples. He will add the new hotel ware line of the Ionia Mfg. Co.

E. W. Hammond has returned from a short trip to Boston for the Eygabroat-Ryon Co., during which he says he transacted a surprisingly large amount of business.

Richard Briggs, of Boston, was on a buying tour in the District this week.

Among the buyers in town were: S. V. Silverthorne, with B. Nugent & Bro. Dry Goods Co., St. Louis; Miss Lesenhuber, with Brownstein, Newmark & Louis, Los Angeles; A. Sutherland, of Robertson, Sutherland & Co., Lawrence, Mass.; W. J. Ludwig, with Smith & Murray, Springfield, Mass.; W. W. Dodge, with J. G. Myers Co., Albany; A. S. Heller, with A. Lisner, Washington; A. R. Willauer, with W. Laubach & Sons, Easton, Pa.; F. Sturtevant, with Forbes & Wallace, Springfield, Mass.

ANOTHER ATTEMPT AT SWINDLING.

LAST Saturday afternoon three well dressed and prosperous-looking men walked into L. Straus & Sons and asked for Mr. Kohns. Their names were requested, and one of the trio in a rather pompous manner said that he was Senator P. H. McCormick, representing the 13th District. When asked his business, he said that he was one of a committee of three soliciting subscriptions for an athletic club house for the benefit of the municipal clerks of the city of New York, and showed a long list of subscriptions, about twenty five of them purporting to be from crockery houses.

Now, as it happens, the senator for the 13th District is Wm. J. A. Caffry, and it chances that one of Straus's employees lives on the same block with him.

Among the firms on the list was Bawo & Dotter, but inquiry elicited the fact that they knew nothing about it.

The men left, promising to call again. It is needless to say they won't.

FOUR MORE.

AT a special meeting of the directors of the Pottery, Glass and Brass Salesmen's Association on Wednesday the following new members were elected: Thos. A. Byrne and Henry E. Warneke, with Higgins & Seiter; Edward J. Huott, with "Pottery and Glass"; Edw. P. Mitchell, with the St. Charles Fixture Mfg. Co., St. Charles, Ill.

OFFICERS OF THE CROCKERY BOARD OF TRADE.

THE annual election of the Crockery Board of Trade took place in the board room on Wednesday afternoon and resulted as follows:

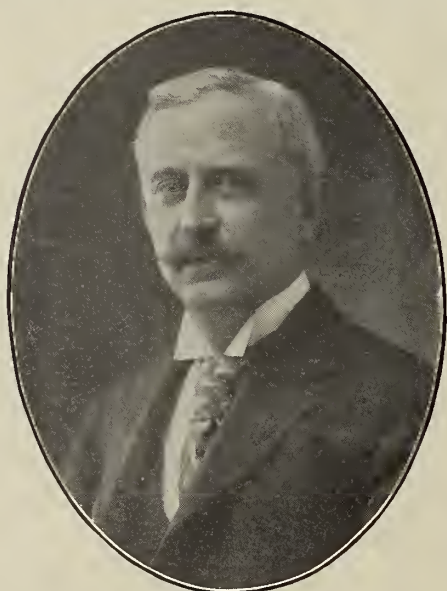
President, Gilbert M. Smith; first vice-president, M. O. Doering; second vice-president, John J. Miller; treasurer, Chas. A. Holbrook; secretary, L. S. Owen.

Executive Committee—Lee Kohns, Chas. A. Holbrook, John A. Sherlock, James Davison, Henry Witte, Henry Endemann and L. S. Hinman.

will undoubtedly continue the conservative and dignified course which has always marked the deliberations of the Crockery Board of Trade of New York.

HEISEY'S ADMIRABLE PRACTICE.

AT the sixth annual distribution of prize money among the employes of Heisey's glass factory, Newark, O., more than \$12,000 was given to deserving workmen.



M. O. DOERING,
First Vice-President.



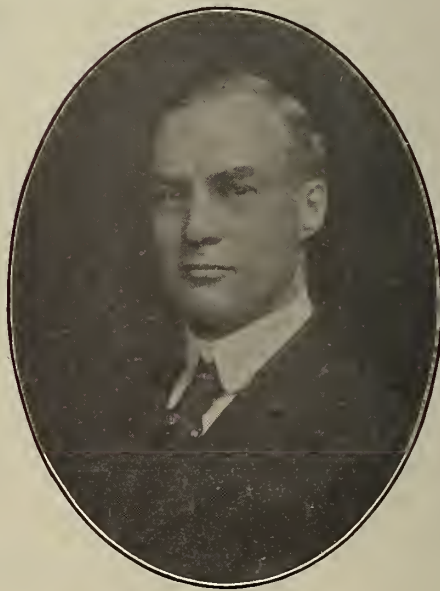
JOHN J. MILLER,
Second Vice-President



GILBERT M. SMITH,
President.



CHAS. A. HOLBROOK,
Treasurer.



L. S. OWEN,
Secretary.

Officers of the Crockery Board of Trade.

Arbitration Committee—Robert Slimmon, L. D. Bloch, K. L. Wedgwood.

Membership Committee—Wm. R. Noe, Wm. F. Dorflinger, F. W. Jenkins, E. J. Ridgway, and Julius Rosenfeld.

Trustees for term expiring January, 1913—Lee Kohns, E. F. Anderson, G. M. Smith, C. A. Holbrook.

Trustee for term expiring January, 1911—John J. Miller.

It will be noticed that there is a marked change in the various committees. The nominating committee, which consisted of Geo. B. Jones, Lee Kohns, and John A. Sherlock, arrived at the conclusion that it would be well to bring in some new and younger men. Those selected are of staunch character and

Six years ago Mr. Heisey established a custom of making awards for the best class of work, for the best attendance, and for the smallest percentage of poor ware.

This profit-sharing policy has accomplished a loyalty to the company which could never have been secured by any other method. Men have put forward their best efforts to maintain the high class character of the Diamond H glassware, have been more attentive to duty, and have given the company no labor troubles of any kind.

One 'shop' was awarded \$1,680. Each of the men in this 'shop' received \$300, and each boy \$60.

THE CONDITION OF BUSINESS.

Signs of reviving trade are visible **New York.** everywhere. The traveling men making short trips preliminary to the opening of the import season are meeting with encouraging success. While the visitors to New York so far have been few, the list at Pittsburgh indicates the need of goods. The number there is the largest for many years. The orders already placed are heavy, and when these buyers come to New York later on they will probably buy just as liberally. East Liverpool is also being well favored.

The department stores in and around New York, being busy taking stock, are not placing many orders yet. A little later, however, there will probably be a demand for goods for special sales.

The work of arranging samples in the wholesale houses is going on rapidly. In a few the work is completed, and all will be ready by February 1. Everybody is optimistic. "The biggest December we ever had" is the universal statement of visiting buyers—which means that they have few goods on hand and will have to stock up heavily. The dealers in high class goods in this city also exhausted their stocks, and are already in the market placing orders for early spring delivery as well as for the regular fall season.

The situation is certainly very rosy, and the year 1910 opens well.

Glass manufacturers say that buying **Pittsburgh and Vicinity.** is more liberal this month than was experienced during 1909, and salesmen in charge of the exhibits have more business booked so far than during the first two weeks of the glass exhibit last season. Collections are reported very good, some dealers taking discounts. Stocks with the manufacturers are short—in some cases exceedingly so. The greatest optimism prevails

With visiting buyers mostly placing orders for the higher class **East Liverpool, and vicinity.** open stock patterns in dinner ware, the pottery manufacturers of the West start the new season under the most favorable circumstances.

Glass manufacturers in this district **Wheeling and vicinity.** report that buyers are ordering far more extensively than a year ago.

Good etched and cut patterns are being ordered from those making high class lines. On the pressed lines a good volume of business is being received by mail. The pottery manufacturers are also well pleased with the way business is starting off.

From the number of mail orders already **Trenton.** received, coupled with numerous inquiries concerning the movements of the traveling salesmen, the prospects are that the sales

record during 1910 will eclipse the mark established last year. Inventories at the potteries disclosed comparatively little stock on hand; consequently, manufacture is now on in earnest.

DEATH OF W. L. TAYLOR.

WILLIAM LEWELLYN TAYLOR, aged 39, a son of Col. and Mrs. John N. Taylor, died Saturday morning, January 8, at Daytona, Fla, where he had gone for his health. His wife and youngest daughter, Mildred, were with him. Mr. Taylor had been in poor health for several years, but of late had taken an active part in the management of the Knowles, Taylor & Knowles Co. pottery, in which company he was a stockholder and director, and at the time of his death was general manager of the



W. L. TAYLOR.

several plants. It was thought that he had fully recovered from his illness.

The deceased had a very wide acquaintance with pottery manufacturers throughout the United States, as well as being known and liked by the workmen. He had made a study of their condition, and a number of ideas he advanced for their benefit have from time to time been adopted in the workshops. He was thoroughly versed in the manufacture of pottery, having served over fifteen years at the various benches learning each branch of the trade.

Some years past, in company with his brother, Homer J. Taylor, they built the Taylor, Smith & Taylor pottery in Chester, and it was while he was connected with this company that his health failed and he was forced to dispose of his stock and retire from the concern. His active nature, however, could not stand idleness, and about a year ago he returned to the K. T. & K. plant.

Mr. Taylor was born in East Liverpool May 4, 1871. He was a member of the first Board of Public Safety appointed six years ago, serving a full term. He was prominently identified with the Masonic fraternity, and was a Knight Templar. He is sur-

vived by his wife and two daughters, Pauline and Mildred.

Albert Presley Burchfield, vice-president of the Joseph Horne Co., Pittsburgh, died Jan. 8 of pneumonia. The deceased was born in Allegheny January 20, 1844, and had lived in Pittsburgh all his life. He entered the employ of Joseph Horne & Co. in 1858, and his rise was rapid. February 1, 1866, he became a member of the firm, and he held positions of responsibility and trust from that time until his death.

James Bagnell, slip maker at the International Pottery, Trenton, N. J., died Jan. 6 of pneumonia. He was a native of England and came to this country twenty years ago. He was highly regarded in the trade.

James Tracy, buyer for John Mullins & Co., Jersey City, died Jan. 4 of tuberculosis. Half of the fifty years of his life had been spent with the above concern.

Leonidas R. Hall, an old-time lamp and brass man, died at his home in Brooklyn Jan. 8, of heart disease after a long illness. Mr. Hall was born in Berlin, Conn., in 1841. As a boy he attended a military academy at White Plains, N. Y. When the Civil War broke out he enlisted as a private in the 13th Connecticut Volunteers and soon rose to the rank of Second Lieutenant, afterwards being transferred to the first Louisiana Volunteers with the rank of First Lieutenant. After the war he was appointed postmaster at Meriden, Conn., and in 1875 became associated with the Meriden Malleable Iron Co. In 1888 he went with Holmes, Booth & Haydens, and five years later took charge of the New York store of Wallace & Sons, leaving them in 1896 to go back to Holmes, Booth & Haydens, in the New York store. He later became secretary and treasurer of the Berlin (Conn.) Wheel Co., and finally connected himself with the Bradbury Piano Co., in whose employ he was when he died. Mr. Hall had many friends in the lamp trade. He was genial, sociable, a good salesman, and a man of sterling integrity.

A CONFLICT OF STATEMENTS.

Peoria, Ill., Jan. 11.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir—In the Jan. 6th issue of the CROCKERY AND GLASS JOURNAL an article appeared regarding our former employes which is misleading. The facts are that E. C. Cation, a retail order clerk, never traveled for us and has not been in our employ since March, 1909; C. Robb retired 1908, ill health; G. E. Walker, special assortments as side line, succeeded by Mr. Homer Hunt with general line; C. A. Simpson, New England territory, 1909 sales insufficient, succeeded by Faulkner & Forbes, New York; J. W. Young resigned by request August, 1909; Horace P. Hunt represented us last in 1907.

Further comment unnecessary.

C. E. WHELOCK & Co.

HAVILAND & CO. WIN.

THE Haviland china case, which has been pending since 1906, has been decided in favor of the importers by the United States Circuit Court of Appeals. This case grew out of the action of Board 2 of the United States General Appraisers, which had advanced the value of Haviland & Co.'s china from France above their invoice value.

While ordinarily a decision by the reappraisal board is final, Haviland & Co. attacked the reappraisal on the ground that it was illegal because there was no evidence to sustain the figures to which the board had advanced the goods. The protest was sent to the Classification Board of General Appraisers and this board sustained the importers' claim, which resulted in establishing the entered value as the correct dutiable value.

The case was then appealed by the Government, and in January last Judge Martin rendered a decision affirming the Classification Board. The Government filed a further appeal, and the case was argued last December. The opinion of this court, written by Judge Coxe, approves the decision of the Classification Board of General Appraisers and also the decision of Judge Martin.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Dec. 24, '09	Correspond- ing period 1908	Exports Jan. 1 to Dec. 24, '09	Correspond- ing period 1908
Boston	111	1	6077	5473
New York	230	11	6802	6043
Baltimore	228	....	17010	16241
Philadelphia	112	....	3916	4274
New Orleans	110	....	2387	3959
Newport News .....	....	22	1201	628
San Francisco .....	....	....	250	242
Portland (Me.)	20	68	1969	4568
Galveston .....	....	....	1456	863
Portland (Or.) .....	....	....	95	....
Inland Points	63	...	1325	860
Total ..	874	102	42488	43151

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Dec. 24, '09	Correspond- ing period 1908	Exports Jan 1 to Dec. 24, '09	Correspond- ing period 1908
New York	221	62	8183	5620
Boston	87	86	5816	5452
Philadelphia	240	42	4394	4855
Baltimore	228	201	17671	16096
San Francisco .....	....	....	207	265
New Orleans	124	13	2986	3814
Portland (Me.) .....	....	65	1966	2950
Galveston .....	....	10	1443	717
Newport News .....	....	32	1201	638
Portland (Or.) .....	....	....	55	...
Inland Points	59	....	1426	838
Total ..	959	511	45348	41245

The New York Crockery and Glass District.

Cox & Lafferty are opening large lines for import only. They will have within a week or two a big display of both glassware and china in various grades and prices. As an earnest of what they will do in these lines they are showing gold decorated glassware, with and without color and enamels, which is absolutely new to the market. In one line the body of the glass is covered with black enamel, embossed or plain, topped off with broad bands of gold. The effect is exceedingly striking. In addition to their import lines they are carrying samples from the Imperial Glass Co., Bellaire, O., and the Seneca Glass Co., Morgantown, W. Va.

Geo. Borgfeldt & Co. will start a campaign of magazine advertising in the February issues, exploiting Rosenthal china. While they will make a specialty of the decorated wares, they will also feature white china for decorators, and will make special mention of a new shape, the Donatello, which is particularly adapted for the use of amateurs. Their French lines are nearly all displayed. When the exhibit is complete there will be a greater variety than they ever had. They are making a feature of antique designs brought down to date. The contour and coloring will be preserved, but the effect will be more modern and refined. They are also showing an innovation in encrustations, and are producing acid etched work in two colors as well as in gold. The new process has all the effect of hand painted work. Another innovation is that they will carry open stock patterns of a variety of French goods at all prices, and will be prepared to deliver immediately.

Fred. Skelton has received a new table set in the Chippendale design of the Jefferson Glass Co. embracing a cream and sugar, whipped cream and plate, nappy, and comport. The pieces are all footed.

Chas. Ahrenfeldt & Son have their French lines all ready. As usual with this enterprising house, the designs are distinctively original all the way through. One of the features is the use of bands in varying widths, according to the design, in conjunction with floral ornaments in the form of wreaths, garlands and narrow borders. Their white and gold line is much larger than usual, and some very fine effects are produced. There is a big display of fancy plates

with original decorations, including high-class encrustations and raised paste gold with colors. They are unusually strong on fancy short lines, and the low-priced lines show about fifty designs.

H. Benedikt has just unpacked some new and exclusive patterns in semi-porcelain from the Smith-Phillips China Co. The leader, of course, is the "Princess" open stock dinner service.

The first of the new goods for Porcelaines G. D. A. have arrived. Never in the history of this factory have they produced so many novelties and such wide departures from their ordinary style as in this first invoice. One of the most striking designs is a broad gold encrustation upon which is superimposed a bright-colored ornamentation which has the effect of a Russian enamel. A spray border in these enameled colors is also extremely effective. A new Louis XVI. shape with a fancy-edged plate and dishes without shoulders is shown in a large variety of decorations. One in an entirely new purple-blue is unique. The prevailing motifs in all the decorations are small figures in very strong colors.

A handsome cut glass flower vase is the most recent addition to the big line at C. Dorflinger & Sons. The cutting is a combination of chrysanthemum, star, fern leaf and beading, with a step neck. Another new piece is an engraved footed bowl embracing the poppy design, and finished with scalloped edge in a shield effect.

A. A. Vantine & Co. have just opened a new line of Japanese goods on an ivory body with landscapes in black; also green. The decorations are highly artistic conceptions and depart from the usual methods in that they are placed irregularly on the ware. The line consists of vases, jugs, loving cups, chocolate sets—in fact, a full line of fancy tableware. These goods are admirably adapted for summer luncheons, as they are specially designed for cottage use.

Bawo & Dotter have made some marked changes in the arrangement of their display this year. Owing to the addition of new lines they have had to take the space downstairs to show import samples where stock goods were formerly carried. The usual lines of

German china will be shown on the fifth floor. The fourth will be devoted entirely to the display of china and glassware from their own factories and others which they control. On the same floor in the annex, where toys were shown last year, will be the house-furnishing goods, and white china for decorating will be on the third floor. The clock room remains unchanged. The second floor will be devoted exclusively to over six hundred patterns of dinnerware, while the Vesey street annex will be used to display stock goods.

An excellent imitation cut glass pattern made by the Fostoria Glass Co. was unpacked at the New York rooms last week. The complete line embraces about sixty pieces and is very showy.

A. H. Hoag & Co., manufacturers of lamps and art shades, are beginning to get in their new samples. Mr. Hoag is one of the best known lamp men in the city. Last year he established a factory of his own in New Jersey, with an assembly room, where the glass and brass are put together, on New Chambers street. The new line will consist of moderate-priced goods.

Carload orders by mail are not so frequent at this time as to grow monotonous—which accounts for the optimism of Wm. M. Warrin following the receipt of a letter "making a noise like a carload" in reply to his advertisement in the Holiday Number of the CROCKERY JOURNAL.

Faulkner & Forbes are now the exclusive representatives of C. E. Wheelock & Co. in New York and the New England States. A larger assortment in 5, 10 and 25 cents goods will be carried than ever before.

Albert R. Marryatt is now the metropolitan agent for the Rose & Hastie line of metal goods and has some very attractive hanging lamps in new designs.

Alfred G. Moment began opening his new samples this week. A cursory glance shows that M. Redon & Co. are fully alive to conditions. Next week we hope to give a description of some of the new goods.

Alex. G. Menzies has taken on, in addition to the Higbee Glass Co.'s lines, samples from the Yellow and Rockingham Pottery, Philadelphia, formerly known as the Jeffords Pottery.

Fondeville & Van Iderstine, who made quite a reputation on fancy plates depicting seashore scenes, have just opened two new series of six each. One set shows bathing girls, and the other romantic scenes. These, added to their mountain views, make a collection of twenty-four plates which are most desirable for plate rails. They have also made an addition to their glass lines, and are now showing crystal table

services with complete outfits of stemware from goblets down; also whiskey and highball sets. These are both cut and engraved.

E. B. Dickinson opened this week his line from the Steubenville pottery. It includes dinnerware and fancy goods, and is by far the best line of samples the pottery has ever turned out. Some astonishing effects are produced. One in particular is a combination of green and purple that is as striking as it is pleasing.

Joseph Burroughs will sell the line of the Val Bergen Cut Glass Co. in New York and vicinity, with sample room in the Crockery Exchange.

The Strobel & Wilken Co. are fast getting their import lines in order. They make special mention this week of their Bohemian glass, which will be the largest and best display of these goods they have ever had. Some very special features will be shown in German china, and the samples from Bishop & Stonier are sure to command attention.

E. Pidoux & Co. is the name of a new French china firm established in room 88, Irving Building, No. 1 Hudson street. They represent H. Balleroy & Co., of Limoges, France. Mr. Balleroy is one of the chief designers in Limoges, and, while he sells designs, reserves the right to reproduce anything he makes. The New York house shows dinnerware in sets and in open stock patterns and fancy short lines. The patterns are all new and exclusive, are finely executed, and the ware is of the highest grade. The decorations include sprays, borders, gold encrustations, and all the usual patterns in a first-class line. The prices are very moderate all through.

Did you get one of those vest-pocket leather match cases that Frank M. Miller, the glass sales agent, is distributing?

Aside from its utility, the calendar issued by L. Reusche & Co. is one that its recipients are likely to treasure, for its photograph from life of a pretty girl decorating a plate makes a very attractive adornment.

UNSUCCESSFUL HOLD-UP.

ON Monday morning as John Goethals, cashier for Abraham & Straus, Brooklyn, was counting his cash, amounting to about four thousand dollars, he was confronted by a man with a revolver, and before he could offer resistance was knocked senseless. The noise of his fall brought half a dozen drivers into the room, but they were halted at the muzzle of the weapon while the would-be robber backed through the door into the street, leaving the money behind him.

Among the Potteries

East and West

East Liverpool and Vicinity. At a meeting of the United States Potters' Association held at the Potters Club here during the past week it was arranged to notify the trade of a new form of discounts. This notice is now being sent to all buyers of domestic pottery by every manufacturer: "Terms—net 30 days: 1 per cent cash discount will be allowed if bills are paid within 15 days from date of invoice. These terms will apply on all orders received on and after January 4th, 1910." Heretofore a discount of 2 per cent was allowed on all bills if paid within 15 days from date of invoice, and net in 30 days.

The passage of laws directed at public service corporations with reform intent and in favor of the people do not result in the good anticipated, according to a notice just received by the pottery manufacturers from the gas corporations, which declare that under the law they cannot charge a private consumer one price and a manufacturer another. This will result in the pottery manufacturer being compelled to pay from Feb. 1 next 27c. per thousand for the first 150,000 feet of gas used; 22c. for the second 150,000, and 15c. for all over 300,000 feet. These prices are subject to a cash discount of 2 per cent. As the manufacturers use on an average 5,000,000 feet of gas per month in their plants, it means a net increase of 10 to 14 per cent in their present rate.

Thomas Copperstone left last week for the Central West territory in the interest of the Vodrey Pottery Co.

Jobbers have started their salesmen on the road, and the pottery manufacturers have already felt the result in their business. Mails from the jobbing houses are heavier than a year ago, and this is the best evidence that the stocks on the shelves of the stores are lower than ever and that the holiday season cleaned up a lot of old lines.

Buyers were here during the past week representing the following houses: Sibley, Lindsey & Curr and W. H. Glenny & Co., Rochester, N. Y.; Stout Bros., Clarksburg, W. Va.; Lewis Bros., Louisville, Ky.; Claflin Syndicate, New York; Lyons Store, Toledo; Purcell & Co., L. Bayliss and Chas. Rosen-

heim, Louisville, Ky.; H. Leonard & Son., Grand Rapids; New Chattanooga (Tenn.) Hardware Co.; Dives, Pomeroy & Stewart; Crowley & Miller, Detroit; Boston Store, Chicago; J. Fridel, Wheeling, W. Va.; Houghton & Dutton, Boston; S. Kann, Sons & Co., Washington, D. C.; Woolworth & Co., New York and Chicago; H. Watson & Co., Saginaw, Mich.

All the buyers who come into the local district are making their headquarters at the Thompson House, which is under the management of William Polk. The hotel has been completely renovated and many improvements added.

An unusual feature connected with the display of lines in the local pottery district this season is that out-of-town manufacturers are also making exhibits here. In the basement of the New Thompson House are the lines of the French China Co., in charge of H. K. Connor, and those of the American China Co., Toronto, O., in charge of I. W. Van Fossen and H. W. Deidrick. The A. Radford Pottery Co.'s display is on the third floor of the Potters' Building and Loan Building. In a storeroom adjoining the New Thompson House is the line of the Warwick China Co., Wheeling, W. Va., in charge of W. L. Woodward. The latest creations from each of these factories are being displayed.

Decisions have been reached on the following items by the Western Standing Committee at its last meeting: Jug covers from Vodreys: 42's, 19 cents; 36's, 22 cents; 30's 25 cents; 24's, 27 cents; 12's, 31 cents. Antique jug from Toronto, 65 cents. Chocolate pot from Canonsburg, \$1.10. Fast stand sauce tureen from K. T. & K., \$1.43 per doz.

The Ceramic Transfer Co., of New York, have opened an office at Fourth and Market streets, East Liverpool, where they will carry a stock. They have added a great variety to their line this year, and will have more to show than ever.

The Edwin M. Knowles China Co. are experiencing the best business for January in the history of the company. Their open stock high grade dinner lines are meeting with favor, while their line of covered jugs is as popular as ever. Buyers are

ordering freely, and the demand seems to be for better-priced goods. At the annual meeting of this company the following officers were elected: President, Edwin M. Knowles; vice president, Joshua Poole; secretary, Thomas B. Anderson; treasurer, J. W. Irwin.



The kilnmen at the Anchor Pottery Trenton. quit work last Friday morning because a new system of dipping and placing glost ware recently installed at the plant was not to their liking, the men claiming that it was against the rules governing such work. The trouble was finally settled by Frank H. Hutchins, vice-president of the Brotherhood of Operative Potters, and the men returned to work on Tuesday morning

*

Lew H. Bown, general manager of the Buffalo Pottery, came up from Philadelphia on Monday night to take in a basket ballgame between the Trenton and Reading clubs of the Eastern League. When Lew traveled for the Trenton Potteries Co. and made his home in this city he was regarded as one of the most enthusiastic of basketball 'fans.' He attended the game with Charles Howell Cook, who has developed of late an almost fanatical interest in this sport. Immediately after the match Lew scampered back to Philadelphia, where he is assisting A. H. Ledden in the exhibition of samples from the Buffalo Pottery at the Continental Hotel.

*

The School of Industrial Arts re-opened after the holiday vacation with an enrollment of 409 students, and Director Frederick predicts the most successful year in the history of the school.

* *

The Chamber of Commerce has appointed Archibald M. Maddock, William S. Hancock, John A. Campbell and Oliver O. Bowman, all of whom have large interests in the pottery industry, as a committee to secure better freight facilities for the city of Trenton.



The J. W. McCoy Pottery Co. is Crooksville, O. sending out a new catalogue to the jobbing trade, and in connection with it each jobber is given a line of miniature samples for his salesmen.

A "DANDY" ORDER.

LAST Saturday Warne S. Creveling came home from a trip to East Liverpool, where he went to place an order for 13,000 dinner sets, regular composition, to be delivered at the rate of 500 sets every two weeks for a year. This is one of the largest orders for dinner ware ever given. The goods will be furnished by the Wm. Brunt Pottery Co. on their new "Atlas" shape.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 11, 1910.

ANTWERP		
124 packages glassware.....	B Gunthel	
10 " ".....	A Berger & Co	
15 " ".....	Fensterer & Ruhe	
48 " ".....	Miscellaneous Orders	
8 " earthenware.....	Strobel & Wilken Co	
8 " ".....	Koscherak Bros	
2 " ".....	L Straus & Sons	
6 " ".....	Miscellaneous Orders	
19 " toys.....	B Ilfelder	
31 " ".....	Strobel & Wilken Co	
3 " ".....	Miscellaneous Orders	

BREMEN		
72 packages toys.....	Strobel & Wilken Co	
19 " earthenware.....	" "	
12 " chinaware.....	C E Wheelock & Co	

HAMBURG		
21 packages glassware.....	Strobel & Wilken Co	
10 " ".....	F Bing & Co	
3 " ".....	Froeber & Vollrath	
25 " ".....	Fensterer & Ruhe	
37 " ".....	Kmy-Scheerer Co	
2 " ".....	A Steinhardt & Co	
83 " ".....	L Straus & Sons	
29 " ".....	Samstag & Hilder Bros	
4 " ".....	N Wapler	
377 " ".....	Miscellaneous Orders	
62 " chinaware.....	Bawo & Dotter	
93 " ".....	C E Wheelock & Co	
1 " earthenware.....	Geo Borgfeldt & Co	
6 " ".....	Julius Palme	
3 " ".....	L D Bloch & Co	
9 " ".....	Koscherak Bros	
18 " ".....	Lazarus, Rosenfeld & Lehman	
5 " ".....	E R Theiler	
3 " ".....	J Wygand & Co	
17 " ".....	Strobel & Wilken Co	
113 " ".....	Miscellaneous Orders	
140 " toys.....	B Ilfelder & Co	
305 " ".....	Geo Borgfeldt & Co	
34 " ".....	Samstag & Hilder Bros	
87 " ".....	Strobel & Wilken Co	
89 " ".....	Miscellaneous Orders	
3 " harmonicas.....	Strobel & Wilken Co	

HAVRE		
17 packages chinaware.....	Haviland & Co	
4 " ".....	Bawo & Dotter	
4 " ".....	Geo Borgfeldt & Co	
1 " ".....	Fondeville & Van Iderstine	
8 " ".....	Theodore Haviland & Co	
25 " ".....	Wm Guerin & Co	
5 " ".....	Miscellaneous Orders	

LIVERPOOL		
2 packages earthenware.....	The Rowland & Marsellus Co	
10 " ".....	E Boote	
6 " ".....	Bawo & Dotter	
6 " ".....	H C Edmiston	
1 " ".....	Fensterer & Ruhe	
9 " ".....	George Hamilton	
8 " ".....	Lazarus, Rosenfeld & Lehman	
9 " ".....	Knauth, Nachod & Kuhne	
25 " ".....	Meakin & Ridgway	
37 " ".....	Maddock & Miller	
29 " ".....	W S Pitcairn	
4 " ".....	W H Plummer	
10 " ".....	L Straus & Sons	
14 " ".....	R Slimmon & Co	
38 " ".....	J Wygand & Co	
25 " ".....	Miscellaneous Orders	
16 " chinaware.....	C E Wheelock & Co	
37 " toys.....	Geo Borgfeldt & Co	

LONDON		
14 packages toys.....	Strobel & Wilken Co	

SOUTHAMPTON		
14 packages chinaware.....	Endemann & Churchill	
11 " ".....	Blakeman & Henderson	
6 " ".....	Bawo & Dotter	
2 " ".....	F W Jenkins & Co	
2 " ".....	Lazarus, Rosenfeld & Lehman	
11 " ".....	A G Moment	
33 " ".....	L Straus & Sons	
14 " ".....	J H Venon	
50 " ".....	Miscellaneous Orders	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
40 packages earthenware.....	Jones, McDuffee & Stratton Co	
146 " ".....	Mitchell, Woodbury Co	
12 " ".....	Rowland & Marsellus Co	
25 " ".....	Miscellaneous Orders	

LONDON		
11 packages earthenware.....	Marshall Field & Co	

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. With but few exceptions, all buyers who have been in the glass market during the past week have ordered general lines. Jobbers in some cases have been very liberal with their orders, and express an optimistic view concerning business conditions for 1910. Retail buyers say their stocks are pretty generally cleaned up, and that the demand now seems to be for the best grade of goods.

At a general meeting of the salesmen of the Phoenix Glass Co. at the Ft. Pitt hotel Jan. 6th, together with the officers and factory managers, the conditions of trade were discussed from all points of view, and the season's campaign mapped out.

It is estimated that the crockery and glass exhibit in the hotels of Pittsburgh this month is costing the manufacturers and buyers upwards of \$25,000. One hotel will receive over \$10,000 from the manufacturers alone, not including what the buyers will spend.

"Mark what I say! Prices of glass will be advanced very soon," said a glass manufacturer this week. "I am firmly convinced that the manufacturers will have a heavy business, and because of this it will be necessary to offer more for goods in order to get prompt shipments."

"Uncle Billy" Patterson, of the Star Glass Co., is the oldest glass salesman in the district now "on the job." There is not one in charge of an exhibit at the Ft. Pitt hotel who is not pulling as hard as possible for "Uncle Billy." When there was a volunteer fire department in Pittsburgh Mr. Patterson was a member of Vigilant Company. He was then selling glass. Notwithstanding the fact that Mr. Patterson is showing only globes and lamp chimneys, he is doing a remarkable business.

"Radium," the very latest colored glass made, is the creation of J. W. Fenton, of the Millersburg Glass Co., and is now being shown after several years of costly experiments. It is almost impossible to describe. "Prismatic" is hardly the word to designate its brilliancy, for it has all the soft colors of changeable silk. This new glass will be made in a complete line of both table and lighting goods. This factory

gives promise of being the largest independent plant of its kind in the country.

George W. Fry, of Rochester, Pa., has been spending several days here.

E. W. Nickerson, with the Monongah Glass Co., is a guest at the Ft. Pitt. He is not showing the company's goods—just mingling with the trade.

Salesmen report that business so far booked is greatly in advance of the glass exhibit a year ago.

LIST OF BUYERS.

Harry Loosley, with Pitkin & Brooks, Chicago.
 Frank H. Wood, with W. H. Glenney & Co., Rochester, N. Y.
 I. Neubrik and J. F. Jones, with Crowley, Millner & Co., Detroit.
 Charles Rosenheim, Louisville, Ky.
 Dave Saunders, with Siegel-Cooper Co., Chicago.
 John A. Curry, with Houghton & Dutton, Boston.
 F. S. Williams, with Jones, McDuffee & Stratton Co., Boston.
 Mr. Caro, with Mitchell, Woodbury Co. Boston.
 Walter Briggs, with Sibley, Lindsey & Curr, Rochester, N. Y.
 W. F. Ford, with Burley & Tyrrell Co., Chicago.
 J. P. McNulty, with Hollweg & Reese, Indianapolis.
 Mr. Harscher, with Goerke Co., Newark, N. J.
 Joseph Levy, with Lewis & Neblett, Cincinnati.
 J. A. Means, with Peaslee-Gaulbert Co., Louisville.
 E. D. Bartholomew, with Wm. Hengerer Co., Buffalo.
 J. A. Armstrong, with J. N. Adam Co., Buffalo.
 Wm. Newberry, with F. M. Kirby Co., Wilkes-Barre.
 Ferdinand Daudt, of Daudt, Glass & Crockery Co., Toledo.
 John P. Hackenberg, Milton, Pa.
 Otto Goetz, Brooklyn, N. Y.
 Louis Fritz, with Butler Bros., New York.
 Sam'l J. Natkin, with The Fair, Chicago.
 J. J. Smith, Boston.
 Thomas Watson, of H. Watson & Co., Saginaw, Mich.
 Wm. Kite, of Dean & Kite Co., Cincinnati.
 Mr. Davis, with Penn Traffic Co., Johnstown, Pa.
 H. P. McGregor, Wheeling, W. Va.

With few exceptions all the above are registered at the Fort Pitt Hotel.



At the annual meeting of the Sterling Cut Glass Co., held recently, C. D. Lauer was elected president. Additions have been made to the plant and the output increased. J. H. Johnson has been added to the firm and is in charge of the sales and manufacturing department. Many new shapes and cuttings are being shown.

IN MEMORIAM.

At a special meeting of The Crockery Board of Trade of New York held on the twenty-first day of December, 1909, to take action on the death of Marcell Kahle, it was ordered that the following memorial be prepared and spread on the minutes, and that a copy be presented to the family:

"Marcell Kahle had attained to a high place in the commercial world, and it was in his relation to business affairs that he was best known to us. His associates in this Board, in paying tribute to his memory, indicated his many remarkable and admirable traits of character. Quiet in his methods and unassuming in manner, pleasant and companionable, he had great force of character, was a wise councillor, an inspiration in conference, prompt, ready with suggestions based on a vast and remarkable fund of information, thorough and conscientious, a genius as a man of business and great in achievement.

"In the death of a man so able, of such integrity, with such a gracious and kindly personality, we have sustained a real loss.

"To his family and those who had been closely associated with him we extend our sincere sympathy."

BUSINESS BRIEFS.

The Golden Rule department store, St. Cloud, Minn., is closing out its crockery line.

The Oriental art goods stock of N. Haddad & Co., Chicago, was badly damaged by fire Jan. 6.

Fire destroyed the toy store of Jos. Greaves, 5105 Germantown avenue, Philadelphia, Jan. 10. Loss, \$4,000.

The Buffalo Pottery has opened a permanent showroom at 144 Congress street, Boston, in charge of E. E. Wilgus.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

FOR SALE.

FOR SALE—The only china and glassware business in Montgomery, Alabama. Population sixty-five thousand. Established twenty-two years ago by me. Best trade. Clean stock, about \$10,000. Bargain for quick buyer. JAMES E. MADDOX.

FOR SALE—Three salesmen's trunks, fitted with trays and padded, suitable for china and glass samples; will sell very cheap. THE EDWARD NORTON Co., Bennington, Vt.

FOR SALE—Best paying wholesale crockery and housefurnishing business in the South. Large and growing territory. Well-established trade. Very little local competition. Over thirty years in business. Only exclusive jobbing concern in a city of over 100,000 inhabitants. Best lease in the city. Reasons for selling, wishing to retire. Retail could be added. Address Box 705, this office.

WISHING to retire from business, I offer my stock, fixtures, crockery, books, stationery, wall paper and fancy goods at a liberal discount. Inventory about \$8,000. Address Box 706, this office.

FOR SALE—An established, prosperous business in housefurnishings, china, lamps, wall paper, carpets, etc., in a thrifty Ohio city of 15,000. Stock invoices \$15,000 to \$20,000. Address Box 704, this office.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession January 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

The Hudson Crockery Co., Syracuse, N. Y., has disposed of its stock to Dey Bros., of that city.

The five and ten-cent stock of the H. Germain Co., 116 Newark avenue, Jersey City, was damaged by fire January 12.

Welling Thatcher, who conducted a wholesale crockery business in Bennington, Vt., under the name of the E. Norton Co., has retired.

Higgins & Seiter opened the spring season with their annual plate sale, and the first two days were most gratifying in results. It could hardly be otherwise, for they had a display such as has never before been seen in New York.

The A. H. Heisey Co., of Newark, O., have established a Chicago office in the Heyworth Building, No. 42 Madison St., room 510, in charge of W. S. Redfield, where a complete line of all the goods manufactured by this company will be on display January 15th. The S. A. Weller line will continue to be shown by Mr. Redfield.

THREE

Names of countries: England, France and Denmark!

Then comes to mind three names of China: Royal Crown Derby, **AVENIR**, and B. & G. Copenhagen—characteristic, and types of cultured taste.

F. W. JENKINS & CO.,

42 Park Place.

JAS. M. STEWART.

W. A. CROCKER.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York,

REPRESENTING:

CRISTALLERIE DE PANTIN, Paris, France.

Table and Art Glass, and Blanks for cutting.

WM. H. GIBBS, Hawley, Pa.

Rich Cut Glass, Tumblers, Jugs, Vases and Specialties



NEW YORK, JAN. 20, 1910.

THE CONDITION OF BUSINESS.

Some very satisfactory orders were **New York.** booked in New York this week for local and nearby trade. The sales in almost every instance aggregated nearly or quite double those placed by the same buyers last year, and it is also noticeable that the call was for the very finest goods.

The Western wholesalers have not yet made their appearance in large numbers, but the few who have began well. Satisfactory reports come from **Pittsburgh** as to what the Westerners are doing. Without a single exception they are buying more than for two or three years, and the manufacturers of glass are feeling very comfortable over conditions, particularly as there has been a decided stiffening in prices. The potters in East Liverpool are also receiving visits from these wholesalers, and their business is likewise large. It is a foregone conclusion that they will want large supplies here.

Preparations for the import season are already sufficiently advanced that buyers can be taken care of by the importing houses as fast as they come along. All the samples will be in apple-pie order within a week or ten days.

Retail trade is about normal for the time of year. While showing no great activity, it is as good as, if not better than, last year. Conditions everywhere point to an immense crockery and glass import season.

The large shipments made during the **Trenton.** past week, coupled with the number of orders on hand to be filled, have created a very cheerful feeling here. Goods of every descrip-

tion are being purchased in great quantities, and the outlook is exceedingly bright.

There is a decided improvement in the condition of the glass business this January over that of 1909. The freedom with which orders are being placed is marked. Buyers report stocks pretty well cleaned up during the holiday season, and goods are wanted soon. Manufacturers have not got much on hand, however, their stocks also being very low, according to report. Many old accounts are being paid, indicating that dealers have had a good recent business.

The improvement in the quality of domestic pottery during the past year has commenced to tell. **East Liverpool and Vicinity.**

Manufacturers say that new business is being secured as a result, and that the jobbers are buying more liberally of domestic lines than heretofore. Should present conditions continue, 1910 will be the banner year for the trade, so far as the Western manufacturers are concerned.

Both glass and pottery manufacturers throughout this section are happy. Orders for the first three weeks of January in both lines far exceed those of 1908 or 1909, and there is more business left over from December than at any time during the past three years. The potteries have increased their working forces, and the glass factories are going almost to the limit.

THE YEAR'S DEATH REGISTER.

THE list of those connected with the interests represented by this journal who have passed away during the past year is as follows:

- Elmer I. Hughes, 46, salesman, Trenton, N. J.
 Fred. Hecht, with Geo. Borgfeldt & Co., Berlin, Germany.
 Abram Eardley, oldest operative potter in Trenton, N. J.
 Geo. Malone, 52, employee Imperial Glass Works, Bellaire, O.
 John S. Goodwin, 37, Goodwin Pottery Co., East Liverpool.
 Jacob Scott, 55, crockery salesman.
 Chas. E. Smith, 39, secretary Pittsburgh Lamp, Brass and Glass Co.
 Jos. Tobin, flint glass worker, Grafton, W. Va.
 John Glunt, glassworker, Pittsburgh.
 Chas. G. Fogg, 59, crockery dealer, Providence, R. I.
 N. Luchting, 80, forwarder at Bremen and Hamburg, Germany.
 Dan. J. Burns, Sr., 54, potter, Crescent Pottery Co., Trenton.
 Wm. Brunt, 78, potter, Chester, W. Va.
 Carl Hasbrook, 24, secretary Hasbrook Co., Columbus, O.
 Marvin Lincoln, 96, Washington, D. C., father of H. S. Lincoln.
 Carl Westermann, of Budde & Westermann, bar glassware supplies, this city.
 Gustav Heubach, 62, L. Straus & Sons, this city.
 Geo. A. Weaver, of the Geo. A. Weaver Co., crockery dealers, Newport, R. I.
 J. W. Ruhlandt, president Co-operative Flint Glass Co., Beaver Falls, Pa.
 Lewis J. Atwood, 82, of the Plume & Atwood Mfg. Co., Waterbury, Conn.
 Douglas H. Schneider, 47, Cornwall, England.
 Frederick Schultze, 85, of the F. Schultze Co., Cincinnati, O.
 Ed. G. Ovington, of Ovington Bros., died in Paris.
 Chas. H. Rhinehart, 51, employed by the Consolidated Lamp and Glass Co., Coraopolis, Pa.
 Adolph Demuth, 61, of the Demuth Glass Mfg. Co., Brooklyn, N. Y.
 Wm. H. Spooner, 58, crockery dealer, Harrisburg, Pa.
 Wm. C. Wood, 51, general manager Diamond Glass Co., Cleveland, O.
 David Challinor, 78, pioneer glass manufacturer, Pittsburgh.
 Max Beck, porter for Paul Joseph, this city.
 Loring Lane, crockery merchant, Brooklyn, N. Y., died at Atlanta, Ga.
 Wm. John McCreery, 48, vice-president Jas. McCreery & Co., this city.
 Matthew Tibby, 84, Sharpsburg, Pa., pioneer glass manufacturer.
 Jos. A. Doyle, Sr., 86, old-time glass manufacturer of Pittsburgh.
 John R. Mulvaney, 45, salesman for the Mitchell, Woodbury Co., Boston.
 John T. Moore, 52, secretary and treasurer Sanitary Earthenware Specialty Co., Trenton, N. J.
 Wm. Lycett, 56, china decorator, Atlanta, Ga.
 Abraham Wechsler, 75, dry goods merchants, Brooklyn.
 Thos. H. Kniffin, of the Kniffin & Demarest Co., died in Westfield, N. J.
 Jas. B. Lyon, 88, with the United States Glass Co., Pittsburgh.
 Wm. Yerrall, 74, crockery merchant, Springfield, Mass.
 Wm. A. French, 65, president of the old Abram French Co., Boston.
 J. P. Underwood, with the Pittsburgh Lamp, Brass and Glass Co., Pittsburgh.
 Francis R. Dominick, old-time crockery man, this city.
 Benj. F. Lee, head of the Trent Tile Co., Trenton, N. J.
 Arthur S. Laurance, of Cook & Laurance, Cedar Rapids, Ia.
 Robt. L. Johnson, of Johnson Bros., Hanley, England.
 Geo. E. Emerson, crockery, Arlington, Mass.
 Mark Douglass, factory manager Co-operative Flint Glass Co., Beaver Falls, Pa.
 Henry Baker Howell, pioneer toy dealer, Trenton, N. J.
 Theo. T. Ovington, 79, Ovington Bros. Co., china dealers, this city.
 Henry H. Doyle, 69, of Doyle & Sons, glass dealers, Pittsburgh.
 Oscar Wollheim, 66, auditor L. Straus & Sons, this city.
 Jos. Leaghen, a Trenton potter, drowned.
 Ed. Malley, 82, head of the Edward Malley Co., New Haven, Conn.
 Thos. T. Hunt, 31, president Hunt Glass Co., Corning, N. Y.
 Albert L. Wells, 32, of Frankel & Wells, this city.
 Walter M. Cartlidge, a presser, Trenton, N. J.
 Jas. S. Robertson, 76, New York representative of Furnivals, Ltd.
 Frederick W. Conradt, 50, treasurer and manager of the Great Western Pottery Co., Tiffin, O.
 Hart S. Ackerman, 75, one of San Francisco's pioneer crockery merchants.
 Sam. C. Gill, 58, of Gill Bros., glass manufacturers, Steubenville, O.
 Rich. H. Stearns, 85, of the R. H. Stearns Co., Boston.
 Ed. Kaye, 55, general manager Phoenix glass works, Monaca, Pa.
 Eugene Bissell, 69, of E. Bissell & Co., auctioneers, this city.
 Robert Gilbert, old-time Trenton potter.
 Marcell Kahle, 51, president of Geo. Borgfeldt & Co., this city.
 Peter Wagner, 74, one of the oldest glassworkers in the Pittsburgh district.
 Clement Dubois, 67, retired glassworker, Muncie, Ind.
 John Wesley Boteler, china and glassware merchant, Washington, D. C.
 Mrs. Winnifred Patterson, 73, who established the Patterson Bros. yellow ware pottery, Wellsville, O.
 Peter Chase, 67, old-time crockery man, New Rochelle, N. Y.
 Sam. Leary, 63, glassware merchant, South Side, Pittsburgh.
 Kenneth R. Bryce, 26, of Bryce Bros. Mt Pleasant, Pa.

Alex. K. Young, Jr., 24, son of A. K. Young, superintendent Trenton Potteries Co., Trenton.

J. J. Wiseman, bookkeeper for Robt. Slimmon & Co., this city.

Geo. Porter Hilton, 50, head of John G. Myers Co., Albany N. Y.

Jos. T. Rorke, of Ed. Rorke & Co., Brooklyn, N. Y.

Jens Lorenzen, 76, one of the oldest crockery men in the West.

Robt. Reid, for seventeen years with the United States Glass Co., Tiffin, O.

Andrew S. Tompkinson, 50, retired manufacturers' agent, Philadelphia.

Amory Houghton, Jr., 50, president Corning Glass Works, Corning, N. Y.

Wm. T. Murphy, 65, decorative glassware, Brooklyn.

Edward Lynch, veteran packer with C. L. Dwenger, this city.

Wm. Salt, Sr., 70, pioneer crate-maker, Trenton.

Wm. R. Black, 61, buyer for Jonas Long's Sons, Scranton, Pa.

William H. Donnelly, 48, general superintendent Williamsburgh Flint Glass Co., Brooklyn.

Andrew H. Bryce, 68, president Bryce Bros. Co., Mt. Pleasant, Pa.

W. O. Baker, 50, cut glass and enameled ware commission agent, Montgomery, Ala.

Fred G. Croxall, 68, potter, East Liverpool, O.

Jas. Edgar, 68, president New York Stamping Co., Williamsburg, N. Y.

Ernest F. W. Meier, 76, organizer of the now defunct Meier China and Glass Co., St. Louis

Jas. Hulse, 71, potter, Thos. Maddock & Sons Pottery Co., Trenton.

Henry Lambert Koenig, 65, potter, Homer Laughlin China Co., Newell, W. Va.

Geo. T. Jackson, 53, manager Liberty Cut Glass Works, Egg Harbor City, N. J.

Moses Dix, retired potter, Trenton, N. J.

HIGGINS & SEITER'S ANNUAL PLATE SALE.

WHEN the JOURNAL man stepped into Higgins & Seiter's this week their twenty-third annual plate sale was in full swing. About 5,000 dozen of American manufacture, 2,000 dozen Austrian and 3,000 dozen English and French were on view. In addition, over 100 different styles of English, French and German bouillon cups, ranging from \$4.50 to \$225 a dozen, were displayed and were changing ownership just as quickly as the busy clerks could wait on the crowd.



BIRD'S-EYE VIEW LOOKING NORTH FROM FOURTEENTH STREET, THIS CITY, SHOWING BORGFELDT'S NEW BUILDING

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 20, 1910.

IN THE NEW YORK MARKET.

THE range in choice that visiting buyers have this year is little short of remarkable, and speaks eloquently for the constant improvement of the manufacturing end. The buyers, too, are more discriminating—more capable of making intelligent selections—and appreciate the absolute necessity of carefully weighing meritorious points of competing lines before coming to a conclusion. They are also better posted with reference to properly estimating the value of wares, and run very little chance of being loaded up on goods whose price renders them unsalable. In short, the buyers are equipped in every way to get through their work quicker and better than ever, and the firms are in a position to lend them more assistance in their selections than heretofore.

ANENT MILK BOTTLES.

THE investigation of the milk situation in New York, brought about because of a general rise in the price of that commodity, has taken an unexpected turn. Superintendent Reichmann, in charge of the probe, after digesting the reports of the investigations of his deputies, among other things recommends that Federal legislation be enacted holding the manufacturers of milk bottles responsible for their full size, inasmuch as more than fifty per cent. of the containers now in active use are short.

While the suggestion is in all probability made entirely in good faith, the JOURNAL cannot see any justification in attempting to hold the bottle manu-

facturers liable for this. The responsibility should be placed where it naturally belongs—on the shoulders of the milk companies, as they reap the benefit of whatever shortage exists. It should be their lookout to see that their orders to the manufacturers specify the exact dimensions of full-measure bottles.

We hope that this logic will be perceived by Superintendent Reichmann and the other gentlemen who are giving such a good account of themselves in their consideration of this difficult problem.

MAXIMUM AND MINIMUM.

CONSIDERABLE anxiety is manifested in crockery and glass circles as to what the action of the President will be on the application of the maximum and minimum tariff rates to France and Germany. On Tuesday President Taft issued a proclamation in which it is declared that under the new tariff law Italy, Great Britain, Russia, Spain, Turkey and Switzerland are entitled to the minimum rates imposed by that act. The result as to Germany is very uncertain, as the meat question is now up for consideration and may have a strong influence on the result. The powers that be in Washington refuse absolutely to outline their proposed course.

PERSONAL.

AS we go to press the wedding bells are ringing for Geo. B. Van Sickel, city salesman for Edward Miller & Co. He met his bride, Miss Julia Oliver Gunckel, of Dayton, O., not long ago at a wedding reception given by a prominent New Jersey senator at New Brunswick, and the acquaintance ripened rapidly. After a week spent in traveling, the couple will return to New York to live.

Guy Patriarche, formerly with L. Barth & Son, this city, entered the service of the U. S. Glass Co. Jan. 10.

S. Jaquette, china buyer for Bailey, Banks & Biddle, Philadelphia, was a heavy purchaser in the District last week, in anticipation of a brisk season.

Chas. E. Cardon, with J. H. Venon, started early this week for a trip through Canada with the new samples of French and Swedish china.

P. L. Berton, with the A. H. Hoag Co., New York, left on Monday for Philadelphia, Washington and Baltimore with the company's new designs in lighting fixtures.

Ed. Rood, of Foster, Stevens & Co., Grand Rapids, who paid a flying visit to New York last week, will be back about February 15 to place his regular import orders.

John Nixon left on Sunday night for a visit to the Fostoria glass factory at Moundsville. He plans to spend a little time in Pittsburgh before he returns.

Frank S. Williams, of the Jones, McDuffee & Stratton Co., Boston, passed through New York Friday on his way to the glass exhibit at Pittsburgh.

Mr. Buchanan, of the National Mfg. and Importing Co. Indianapolis, came into New York last Thursday and will be here until the end of this week.

Robt. Tyndale, of Wright, Tyndale & Van Roden, Philadelphia, placed some very handsome orders here the latter part of last week.

Walter T. Wessels left for Philadelphia, Baltimore and Washington this week, and besides the china lines will show J. H. Venon's first samples of the new Swedish glass. He expects to create a furore with the new goods.

F. O. Shattuck, who travels New England for Geo. F. Bassett & Co., arrived in New York this week to select his samples for the spring campaign.

Otto Goetz and his son, Frank L., sail for Europe Jan. 25. England, Germany and France will be visited, and the return made about April 1. During the interim the younger son, Peter, will attend to the New York office.

F. J. Casteline, with Pitkin & Brooks, Chicago, is in town buying. He says the spring outlook is most encouraging.

J. F. G. Fisher, of Fisher & Bruce, Philadelphia, spent a day or two in New York early in the week. He has only good words to say about business.

Thos. G. Jones, New York manager of the McKee-Jeannette Glass Co., is back from a session at Pittsburgh and reports more liberal buying than has been evidenced for at least two years.

H. S. Mirrieles, with the Manning-Bowman Co., has been dropping in on his trade in Philadelphia and Baltimore the past two weeks. He is billed to play New York again Jan. 24.

Last week Robert R. Grenell became an associate with Fred. A. Hess in the management of the New York branch of the Goodwin & Kintz Co. Mr Grenelle was with Edw. Miller & Co. nearly twenty years, leaving that firm about eight years ago to enter business for himself. During the past year he traveled for the Plume & Atwood Mfg. Co.

D. R. Marshall is making his annual pilgrimage to the factory at Tarentum, Pa. Incidentally he will put in a few days at the Pittsburgh exhibit, returning to New York about February 7. In the meantime W. F. Rood, his lieutenant, is looking after things.

Arthur Gibson, of Gibson & Sons, Burslem, Eng., is a guest of Edw. Boote, who represents the firm in New York.

Mr. McPartland, Jr., is now the buyer for the McPartland & O'Flaherty department store, this city.

J. H. Messler, formerly with Glaenzer Freres & Rheinboldt, has signed with the A. H. Hoag Co., and will leave with the new line shortly for the West and Middle West.

A. B. Marryatt has engaged Herbert R. Clark to cover Southern territory with the Pioneer cut glass line. Mr. Clark was formerly with the J. D. Bergen Co., and later with Louis Amberg, Brill & Co. He left on Monday, and will go as far as New Orleans.

John E. Stone, buyer for Gowans, Kent & Co., Toronto, Canada, was heartily welcomed by the District men the fore part of the week.

F. P. Walsh, china buyer for Strawbridge & Clothier, Philadelphia, was welcomed in the District last week.

Henry Creange returned on Monday from his hurried trip to Europe and is feeling as fit as a fiddle. He did some good work over there, and the new goods are now arriving.

W. G. Klein, with "The Famous," Braddock, Pa., will visit the District next week on a buying tour.

IMPORTERS UPHELD.

THE claim of Geo. Borgfeldt & Co. that an invoice of decorated rockingham earthenware which had been assessed at 60 per cent should pay duty of only 40 per cent under paragraph 93 of the new tariff law was upheld this week by General Appraiser Hay.



THE LATE LEONIDAS R. HALL

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

R W Vincent, with J W Robinson, Co, hf, Los Angeles. 111 Fifth Ave.

J A Armstrong, with J N Adam & Co, hf, c, g, Buffalo. 214 Church.

G A Yunger, of Yunger & Zorn Co, c, Milwaukee. Park Avenue.

L Metzenberg, with Sears, Roebuck & Co, s, Chicago. 438 Broadway.

S G Harwood, with Marshall Field & Co, t, Chicago. 104 Worth.

J S Botts, with Geo A Ducker & Co, hf, Joliet, Ill. Breslin.

F J Casteline, with Pitkin & Brooks, Chicago. Belmont.

Albert Bright, c, successor to H Boyd, Winnipeg, Can. B W Hotchkins, hf, Barre, Vt. Park Avenue.

A J Ferguson, with Callender, McAuslan & Troup Co, hf, s, Providence. 2 Walker.

N L Clark, with D H Holmes Co, c, New Orleans. 20 East 20th.

C M Igel, with Kaufmann Bros, hf, s, Pittsburgh. 648 Broadway.

Mr Herz, with Mandel Bros, s, Chicago. 450 Broome.

John E Stone, with Gowans, Kent & Co, Toronto.

John O'Connell, with A Stowell & Co, Boston.

Oscar Davis, with J R Libbey & Co, hf, c, Portland, Me. St Denis.

Henry H Lay, c, Kewanee, Ill. Murray Hill.

C F Longacre, with Bush & Buhl, hf, c, Williamsport, Pa. Grand.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Dec. 31, '09	Correspond- ing period 1908	Exports Jan. 1 to Dec. 31, '09	Correspond- ing period 1908
Boston	523	287	6236	5518
New York	1078	339	6948	6095
Baltimore	1535	834	17417	16487
Philadelphia....	228	161	3959	4309
New Orleans....	169	135	2409	3988
Newport News ..	133	37	1250	628
San Francisco ..	....	....	250	242
Portland (Me.)..	348	340	2233	4568
Galveston	53	55	1459	863
Portland (Or.)..	....	....	95	....
Inland Points....	216	....	1345	860
Total	4283	2188	43601	43576

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Dec. 31, '09	Correspond- ing period 1908	Exports Jan 1 to Dec. 31, '09	Correspond- ing period 1908
New York	133	171	8316	5791
Boston	153	76	5969	5528
Philadelphia....	43	179	4437	5034
Baltimore	407	484	18078	16580
San Francisco ..	....	....	207	265
New Orleans....	12	36	2998	3850
Portland (Me.)..	151	3	2117	2953
Galveston	3	....	1446	717
Newport News...	40	....	1241	633
Portland (Or.)..	....	....	55	...
Inland Points ..	20	....	1446	838
Total	962	949	46310	42194

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 18, 1910.

ANTWERP		
508 packages glassware.....	B Gunthel	
21 " "	Graham & Zenger	
15 " "	Fensterer & Ruhe	
83 " "	Miscellaneous Orders	
43 " chinaware..	Vogt & Dose	
4 " "	Bawo & Dotter	
54 " earthenware.....	L Straus & Sons	
14 " "	E R Thieler	
3 " "	L D Bloch & Co	
4 " "	Koscherak Bros	
16 " "	Strobel & Wilken Co	
1 " "	Miscellaneous Orders	
43 " toys.....	Strobel & Wilken Co	
2 " "	F A O Schwartz	

BORDEAUX		
2 packages chinaware.....	E Pidoux & Co	
14 " "	A G Momet	
19 " "	Endemann & Churchill	
171 " "	Theodore Haviland & Co	
330 " "	Haviland & Co	

BREMEN		
8 packages glassware....	L Straus & Sons	
29 " "	Endemann & Churchill	
105 " "	Eimer & Amend	
2 " "	Klauth, Nachod & Kuhne	
14 " "	A Steinhardt & Bro	
28 " "	Samstag & Hilder Bros	
284 " "	Miscellaneous Orders	
83 " earthenware	Geo Borgfeldt & Co	
35 " "	Bawo & Dotter	
31 " "	L D Bloch & Co	
61 " "	Karl Hutter	
6 " "	L Straus & Sons	
57 " "	Strobel & Wilken Co	
10 " "	Miscellaneous Orders	
200 " toys.....	Geo Borgfeldt & Co	
39 " "	Bawo & Dotter	
2 " "	Geo H Bowman Co	
9 " "	L H Mace & Co	
6 " "	F A O Schwartz	
27 " "	Samstag & Hilder Bros	
96 " "	F W Woolworth	
176 " "	Strobel & Wilken Co	

HAMBURG		
41 packages glassware	Fensterer & Ruhe	
6 " "	Julius Palme	
33 " "	Strobel & Wilken Co	
44 " chinaware.....	Bawo & Dotter	
1 " earthenware	Geo Borgfeldt & Co	
1 " "	J Wygand & Co	
3 " "	C L Dwenger	
3 " "	Lazarus, Rosenfeld & Lehman	
32 " "	L Straus & Sons	
18 " "	Eimer & Amend	
2 " "	E R Thieler	
29 " "	Strobel & Wilken Co	
19 " toys	B Illfelder & Co	
10 " "	Samstag & Hilder Bros	
81 " "	Strobel & Wilken Co	
76 " "	Miscellaneous Orders	
8 " harmonicas.....	Strobel & Wilken Co	

HAVRE		
2 packages chinaware.....	Haviland & Co	
5 " "	Theodore Haviland & Co	
2 " "	Bawo & Dotter	
30 " "	Wm Guerin & Co	

LIVERPOOL		
22 packages toys.....	Strobel & Wilken Co	

LONDON		
39 packages toys.....	Strobel & Wilken Co	

ROTTERDAM		
12 packages earthenware.....	Geo Borgfeldt & Co	
18 " "	L D Bloch & Co	
5 " "	Lazarus, Rosenfeld & Lehman	
11 " "	Bawo & Dotter	

SOUTHAMPTON		
2 packages chinaware.....	Theodore Haviland & Co	
20 " "	L Straus & Sons	
2 " "	Lazarus, Rosenfeld & Lehman	
6 " "	J H Venon	
2 " "	Bawo & Dotter	
11 " "	Blakeman & Henderson	
3 " "	A G Momet	
5 " "	H Creange	
4 " "	C L Dwenger	

IMPORTS AT PORT OF BOSTON.

MANCHESTER		
15 packages earthenware.....	American Express Co	
GLASGOW		
3 packages earthenware	Mitchell, Woodbury Co	

The New York Crockery and Glass District.

Blakeman & Henderson are showing a "dream" in dinnerware called the "Rouen." It has a raised paste gold decoration something like a laurel wreath, and heavy gold handles. It is one of the prettiest things in the market. They are showing the largest line of dinner ware and fancy short lines that they have ever had, and in their new wareroom the goods are displayed to great advantage.

Chas. Ahrenfeldt & Son have on display the new samples from their Schierholz factory. Some of the pieces are veritable gems. For artistic conception and excellence of workmanship they take a place in the front rank of clay products. Among the most striking pieces is a basket, supported by four cupids, with a garland of raised fruits and flowers. The piece is about ten inches long, and is shown both in a dull white having something the appearance of the old-time high-grade Parian ware, and in gold and colors. Hundreds of other designs equally attractive appear in the collection.

"The use of opalescent glass in lighting fixtures will eventually be supplanted by 'modern stained glass,'" say John Morgan & Sons, 61 East Ninth street, who control a patent whereby they produce the article by one process instead of the three or four heretofore necessary. They have recently issued a handsome catalogue showing some of their fixtures in full colors, as well as in black and white. A copy will be sent to anyone interested.

Bawo & Dotter are fast getting their samples in order, and the famous fifth floor is so far advanced that buyers can be well taken care of. This floor is devoted to German china for import only. The line of salads is particularly strong, showing more and better patterns than ever. The dinner ware lines on the second floor are also ready, and the rest of the samples will all be in order in ample time for buyers.

Cox & Lafferty are advertising three things this week—a solid matt gold glass with violets in burnished gold for a decoration; lemonade and wine sets for import only; electrical and gas shades. The prices of the last-named are simply ridiculous. Selling a gas shade at 55c per dozen which not long ago was sold for 55c apiece is preposterous. And the

quotation of 33c per dozen for crimped electric shades is just as bad. It does seem as if such prices were unnecessary—especially when one remembers that the glass itself is better than when, ten or fifteen years ago, \$5 and \$6 a dozen were charged for similar goods. Of course, the firm has the right to sell its own goods at its own figures. We reserve the right to criticize.

The "Rheingold" in Teplitz bric-a-brac at the Strobel & Wilken Co. is making great headway with the trade, as is also the "Angelus." In the latter line there is a large variety of styles, the groups being especially meritorious. A very finely-designed piece shows a peasant maid leading two milch goats and carrying a water jug. This is very artistic and has the effect of being made from bronze and ivory.

John Davison has completed his display of new samples of decorated dinnerware and glass. In the former the large assortment of service plates contains some especially handsome decorations. Some new and exclusive designs in engraved glassware promise to be good sellers.

A. Gredelue is showing something new in deep etching—an imitation of old hand engraving. It is very effective. Another novelty shown in the United States for the first time is the long-stemmed champagne glass now so much in vogue in Paris, and no doubt destined to become equally popular here.

Louis Wolf & Co. have a good stock of popular-priced china and glass ready for immediate delivery from both the New York store and the Boston house. Buyers who propose having special sales in the early spring will find here lines to "sweeten" their assortments. It will pay to look over the samples.

Geo. F. Bassett & Co. have been making some radical changes in their warerooms. A new and very much more business-like entrance has been made on Park Place. The office, which formerly was in the front, has been relegated to the rear of the the L, and Mr. Anderson's private office put in the back of the main room. Handsome desks have been installed for the salesmen near the entrance, and the goods will all be shown on small tables scattered about the

wareroom. The whole establishment has been painted and freshened up, and looks very nice.

A decided curiosity is to be seen at the office of Meakin & Ridgway—a reproduction of the first shape and decoration which the Mintons made. It has a little band of blue with small roses, and is as pretty and tasteful as anything that is produced at the present day. Among the latter are a large number of new plates, cups and saucers and A. D. coffees in original decorations—the turquoise blue peculiar to this firm being used to excellent advantage.

Kennard L. Wedgwood has his samples all ready and shows a novelty in the way of rail plates—a series of twelve representing court cards. While the general appearance of the kings, queens, etc., is maintained, there is a difference in that they are drawn to fit the plate and are a little more ornate and better adapted for the purpose than an absolutely correct



delineation of the figures as we know them. The colors are strong and good, and the engraving excellent. The border is a double key, and is very effective. In addition to these are numerous fancy plates in the most delicate treatments. One with Roman and green gold and small turquoise medallions is very beautiful. Another with an ivory body has a broad green band between a moderately-heavy and a hair-line of gold.

O. J. O'Donnell and Frankel & Wells are planning to remodel their display rooms at 76 Park Place.

A number of new designs in blown stemware have been received by J. D. Dithridge from Bryce Bros. Co. that are both handsome and novel. One is a covered comport or bonbon in four and five inch sizes with gold edge and laurel-wreath etching. The cover feature will undoubtedly appeal to many people because of its sanitary value in keeping out dust, etc.

A striking innovation in vases, jardinières and pedestals is the new ivory ware just placed on display at S. A. Weller's New York warerooms. Manager Woodworth refers to it as near-china pottery.

W. S. Pitcairn has received a small invoice of the new goods from Doulton and is making an unusually handsome display of fine plates, the gold decoration on which is done by an entirely new process which the firm has patented. Some wonderful effects are obtained—a delicacy and beauty of finish very different from the ordinary acid-etched goods. Among the wares are some fish sets painted by Berbeck that are as fine specimens as this noted artist has ever turned out. They are as well worth seeing as a fine painting on canvas. More goods are expected shortly.

Shimamura & Co., Japanese importers at 579 Broadway, are going out of business, and their stock is to be let. They have two retail stores in Toronto, Canada, and will go there after disposing of their stock.

E. L. Bates is now the New York representative of the Iroquois China Co., Syracuse, N. Y., and the Globe Pottery Co., East Liverpool.

A quick seller and large profit-maker is what the Easley Mfg. Co., claim their No. 4 new model juice extractor to be. It can be used for limes, lemons and oranges. The seeds and pulp remain in the pockets, and only the clear juice flows into the saucer.

L. Hutson has succeeded E. L. Bergman as New York representative of the Kohlus Cut Glass Co. Until February 1 Mr. Hutson will have temporary quarters at 65 W. Broadway with A. H. Ledden. A permanent showroom will then be opened in the District.

VOTING NOW GOING ON.

AS we go to press ballots are being cast for officers of the Western Glass and Pottery Association. The result will be announced at an informal dinner to be given at the Fort Pitt Hotel, Pittsburgh, on Friday night.

BUSINESS BRIEFS.

On Jan. 19 the stock of the American House-furnishing Co., St. Paul, Minn., was destroyed by fire.

Nine automobiles used in the business of W. M. Whitney & Co., Albany, N. Y., were destroyed by fire Jan. 13.

The establishment of L. Barth & Son, 644-650 West Forty-fourth street, this city, was damaged by fire Jan. 15.

As will be seen by reference to our "Special Notices" column, the plant of the Dresden China Co. Salineville, O., will be offered for sale at auction Feb. 3.

Bernard Baras, dealer in toys at 149 Eighth avenue, this city, has filed a petition in bankruptcy, with liabilities of \$5,698 and nominal assets \$1,400 in stock and fixtures, which are covered by a chattel mortgage for \$1,900 to Chas. La Bowsky.



AT PITTSBURGH.



FROM an authoritative standpoint it is learned that more buyers were in the market during the second week of the glass exhibit than ever before in the history of the display. The manner in which the buyers are placing orders shows that stocks are depleted and adds confidence to the business outlook for the year. Some salesmen report that their orders for the first fortnight are more than double those booked a year ago.

LIST OF BUYERS.

W. J. Ford, with the Burley & Tyrrell Co., Chicago.
 Geo. Mackie, with the Falker & Stern Co., Chicago.
 Laurens & Rowe, Oneonta, N. Y.
 P. A. Merklund, with Sears, Roebuck & Co., Chicago.
 Horace Gray, Cincinnati Glass and China Co.
 C. W. McClure, of McClure Syndicate, Atlanta, Ga.
 S. S. Parkhurst, with S. H. Kress & Co., New York.
 R. Connable, Jr., with S. H. Knox Co., Buffalo.
 H. Osborne, of Osborne, Boynton & Osborne, Detroit.
 Charles H. Lang, with Kinney & Levan, Cleveland.
 E. B. Adams, of E. B. Adams Co., Washington, D. C.
 W. J. Herod, with Eaton & Co., Ltd., Toronto, Canada.
 Geo. V. Millar, Scranton, Pa.
 John C. State and E. R. Alderson, representing Robert Johns and Great Northern Mfg. Co. Chicago.
 F. S. Williams, with the Jones, McDuffee & Stratton Co., Boston.
 Fritz H. Pfeiffer, Peoria, Ill.
 Mr Chapman, with Ogden, Merrill & Greer, St. Paul, Minn.
 Messrs. Grady and Springer, with Columbus (O.) Merchandise Co.
 J. J. Jacklin, with A. M. Rothschild & Co., Chicago.
 D. D. Ottstott, with Butler Bros., Chicago.
 Mr. Bardol, with E. P. Charlton & Co., Fall River, Mass.
 J. C. Torrence, Indianapolis, Ind.
 John Patterson, with Geo. Cook Crockery Co., St. Joseph, Mo.
 C. Case, with Woolworth Syndicate, New York.
 Mr. Scheuer, of Scheuer Bros. Crockery Co., Sandusky, O.
 Mr. Soleberg, with Sioux City (Ia.) Crockery Co.
 H. Heuman, of Heuman & Bernthal, New York.
 W. G. Klein, with "The Famous," Braddock, Pa.

C. H. Parshall, Jr., St. Louis representative of the Potomac Glass Co., has been spending ten days in the district, dividing his time between the factory and the exhibit at the Seventh-Avenue Hotel.

Machine-made salt and pepper shakers are being made a specialty by the L. E. Smith Glass Co., Mt. Pleasant, Pa., the line being shown by C. W. Wible at the Seventh Avenue hotel. Sodas, tumblers and packers' goods are other productions of this concern.

M. H. Sloan, secretary and treasurer of the Wellington Glass Co., also of the Potomac Glass Co., Cum-

berland, Md., has been spending several days at the Seventh Avenue Hotel with George C. Pugh, who is in charge of the exhibits of these factories. President John P. Shellhouse, of the Potomac, was also in the district.

D. R. Marshall, New York representative of the Tarentum Glass Co., is at the Ft. Pitt hotel caring for the Eastern buyers.

The new table lines of the New Martinsville Glass and Manufacturing Co., Nos. 713 and 714, are proving popular this season. These are being shown in plain and gold decorated.

S. O. Paull, in charge of the exhibit of the Eagle Glass and Mfg. Co., says business with him is the best he ever experienced during a show. All lines are selling, and buyers are ordering heavier than in years past.

The "pottery" line of vases of the Westmoreland Specialty Co. is taking well. With a solid matt green background the decoration is a fired-in gold-traced pattern of a floral design.

The "Radium" glass of the Millersburg Glass Co. is proving a great attraction for buyers at the Ft. Pitt hotel. Everyone who has looked at the line has ordered. President J. W. Fenton announces that the line will be increased at once owing to the great demand. Three shops are now working on molds for this special creation. During the last few days several new items have been added to the already large line.

Since opening their samples in room 642, Ft. Pitt hotel, the Duncan & Miller Glass Co. have added quite a number of pieces to their attractive lines—in fact, they bring out something new every day. They have at present a new plain line with an engraved and gold decoration which is attracting quite a few buyers. Mr. Reut and Mr. Lindsay, who are in charge, are also showing a few pieces of the Oriental Glass Co.'s goods of the Duncan & Miller make in ruby and ruby and gold decorations.

Charles Howell Cook, of the Cook Pottery Co., spent a few days at the Ft. Pitt hotel this week, the guest of W. F. Ellisson, who is in charge of the local exhibit.

W. C. Newland, formerly associated with T. M. James & Sons, Kansas City, Mo., has become identified with the Kinney & Levan Co., Cleveland, and

will represent that concern in the Far West. Mr. Newland was shown through the district during the past week by W. W. and C. H. Lang.

The cut glass lines of the A. L. Blackmer Co., New Bedford, Mass., were displayed here by A. L. Blackmer during the week.

R. E. Williams displayed at the Henry a number of new designs in silver-encased pottery from the St. Louis Silver Co.

Frank Bannister, formerly with the Seneca Glass Co., Morgantown, W. Va., has been a welcome visitor here.

Pres. W. B. Dalzell, of the Fostoria Glass Co., Moundsville, W. Va., spent a day at the Ft. Pitt hotel reviewing the display.

Warwick Martin, of Chicago, opened at the Ft. Pitt hotel this week with the Lippincott lamp chimney line.

H. M. Felker, well known among the glass salesmen as "Sonny," and for many years with the United States Glass Co., was a welcome caller among the glass salesmen this week. Mr. Felker is now with the West Virginia and Pittsburgh Sand Co.

E. D. Terry, of the New York office of the Phoenix Glass Co., has been spending a week at the factories, preparing lines peculiar to the New York market.

Because of the increase in their decorated glass business the American Glass Specialty Co. at Monaca have been compelled to increase their capacity. An additional lehr is being built, and recently the decorating capacity has been enlarged. Now operating two factories, a feature will be made of decorated dinner ware.



The cut lighting lines of the **Martin's Ferry, O.** Haskins Glass Co., which are being shown in many new creations this season, are going exceedingly well. The etching department, which has been enlarged, is running full. Officers of this company have been elected as follows; president, T. M. Haskins; secretary, treasurer and general manager, August Kraatz. The position of purchasing agent is also added to the latter office.



The John B. Higbee Glass Co., **Bridgeville, Pa.** which started operations here two years ago last September, has increased its capacity twice since then. A new furnace was placed in operation last year, and now another is to be built, plans for this improvement just being completed.



At the annual meeting of the **Wheeling, W. Va.** Central Glass Co. these officers were elected: president, N. B. Scott; vice president, Joseph Speidel; secretary-treasurer, John Yeager; sales manager, W. H. Cassell.

A number of new creations in drawn stem lines and new deep plate and needle etched lines are being featured by this firm. Thomas Butcher opened in Cleveland last week with the new lines and booked some favorable business.



**New Martinsville,
W. Va.**

Because of the increase in business the New Martinsville Glass and Mfg. Co. has increased its capacity one-third. New etching rooms and two new day tanks have been added to the manufacturing department. The outlook for business with this company for 1910 is the most promising in its history.

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY,

ENGLISH CHINA,

The recognized standard of pottery excellence.

BING & GRONDAHL'S

COPENHAGEN CHINA,

By Royal Warrant china manufacturers to
H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.

JAS. M. STEWART.

W. A. CROCKER.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York,

REPRESENTING:

CRISTALLERIE DE PANTIN, Paris, France.

Table and Art Glass, and Blanks for cutting.

WM. H. GIBBS, Hawley, Pa.

Rich Cut Glass, Tumblers, Jugs, Vases and Specialties

Among the Potteries

East and West

The general tendency of buyers who have been in the market during the past three weeks is to order a higher grade of goods. Orders for decorated dinner ware at half above list are quite common, while the demand for the good open stock lines is far greater than the manufacturers anticipated. The best lines of specialties, so far as price is concerned, have also been favored.

At the annual meeting of the stockholders of the East End China Co. the name of the concern was changed to the Trenle China Co. G. A. Trenle, who has been at the head of the company for sixteen years, was elected president, and H. K. Conner, formerly a member of the sales force of the French China Co., Sebring, has become a stockholder in this company and has been elected second vice-president. Other officers are: first vice-president, G. R. Fowler; secretary-treasurer, Howard W. Blake. Mr. Conner will go on the road soon.

During the past few days the following buyers have been registered at the New Thompson House:

S. J. Kraemer, with American Import Co., San Francisco.
 Leo Arnstein, with Ed. Schuster Co., Milwaukee.
 W. F. Ford, with the Burley & Tyrrell Co., Chicago.
 William Gormley, with Kroeger Bros. Co., Milwaukee.
 John Atherholt, of Atherholt Co., Philadelphia.
 S. J. Natkin, with The Fair, Chicago.
 E. S. Frechie, Philadelphia.
 Thomas Watson, of Watson & Co., Saginaw, Mich.
 J. H. Miller of J. H. Miller Co., Huntington, W. Va.
 George Mackie, with Falker & Stern Co., Chicago.
 Mr. Crane, of Lampton, Crane & Ramey, Louisville, Ky.
 George V. Millar, Scranton, Pa.
 John Armstrong, with J. N. Adam Co., Buffalo.
 Charles Smith, of Timothy Smith Co., Boston.
 D. D. Ottstott, with Butler Bros., Chicago.

W. V. Higgins left this week for Eastern territory in the interest of the Globe Pottery Co.

The Homer Laughlin China Co. is showing sixty-five new treatments on its new Niagara dinner shape, and a special apartment in the large sample room at Newell is being devoted exclusively to the display of this one line. Among the more attractive treatments are those in coin gold borders and solid gold handles

and a combination of [gold borders and new color borders. Over 100 treatments are being shown in the salad lines, the variety being the most extensive ever displayed in the district. The room where the "Niagara" shape is displayed is handsomely furnished, and the floor space between the lines of tables is covered with a handsome red carpet. The room is brilliantly lighted with electricity and presents a fine appearance.

John Cartwright, of the Cartwright Bros. Pottery Co., has left for an extended Western trip, making his first stop in Detroit.

W. A. Scott has left for the Middle West with a complete line from the United States Pottery Co. This is his first trip for this concern.

W. L. Woodward has closed his exhibit for the Warwick China Co. in this city and has opened at the Ft. Pitt, Pittsburgh.

A new line of rockingham and yellows jugs from 48s to 12s is being shown for the first time by the D. E. McNicol Pottery Co. Besides their "Carnation" dinner shape in an elaborate array of treatments, a large variety of 10 and 25 cent assortment goods is also on view.

The Knowles, Taylor & Knowles Co. are arranging to forward a number of colored illustrations of their new dinner patterns to the trade to be inserted in the recently-issued loose leaf catalogue the firm created. At the annual meeting of the stockholders on Tuesday the following officers were elected: President, Col. John N. Taylor; vice-president and treasurer, Edwin M. Knowles; secretary, Homer J. Taylor.

Mertz Franzheim, formerly associated with the Wheeling Potteries Co., has become identified with the Cook Pottery Co., Ford City, Pa.

Because of the great demand for their "Princess" open stock dinner patterns and their "St. Regis" dinner shape, the Smith-Phillips China Co. have been compelled to increase the decorating capacity. W. L. Young, Eastern representative of this company, is now working through New York State, and will open in Young's Hotel, Boston, Feb. 1. The com-

pany have just added a baking dish, fast-stand sauce boat and a ramekin to their "Princess" dinner shape.

Jeweled dinner ware is the most recent creation of the Taylor, Smith & Taylor Pottery Co. It is a combination of coin gold and raised work, and the patterns are very attractive. The following officers were elected at the annual meeting of this corporation recently: President, William L. Smith; vice president and sales manager, William C. Lynch; secretary, Clyde C. Davidson; treasurer, Charles A. Smith. The board of directors is composed of the above with the addition of William L. Smith, Jr.

The new decorations being shown on the "Banquet" dinner shape of the Potters' Co-Operative Pottery Co. are attracting most favorable attention, while their new lines of jugs and plaques, which are shown in an almost endless variety of treatments, are in demand.

The new shapes being made at several
Trenton. of the potteries here are plain and devoid of all embossed and raised figures in compliance with the ideas advanced by those who are waging war against tuberculosis.

The assets of the bankrupt South Trenton Crockery Co., of which James Barker was the principal owner, were sold in the sheriff's office on Friday for \$4,300, or \$55 above encumbrances. The purchaser was Gardner H. Cain, who is supposed to have represented the mortgagees.

Edwin C. Stout, formerly in the pottery trade, has signed to travel for the Archibald-Klement Co., of Newark, silverware and silver-deposit manufacturers.

William Drakeford, Sr., one of Trenton's oldest and best known potters, died Sunday morning after a lingering illness. The deceased was in his seventieth year.

Charles Howell Cook is spending a week on a tour of inspection of his Western plants.

D. J. Glisson, Western representative of the Mercer Pottery Co., left last Monday on a trip that will keep him away about four months. The company will shortly put a new toilet shape on the market.

During the past year the Carrollton
Carrollton, O. Pottery Co. shipped 60,576 packages, many of these being forwarded to Canada, Mexico, West Indies and the Hawaiian Islands.

The Warwick China Co. is experiencing the heaviest January business in years. J. C. Jonas opened in Cleveland last week on his Western trip, while George Heisler has started for the Western Pennsylvania and Western New York territory.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Man as buyer and manager of housefurnishing and china department. Must have had experience in department store work. Answer, giving full particulars, reference, etc., in first letter. Unless your record shows that you are a money-maker you need not apply. Address Box 707, this office.

WANTED—A No. 1 cut glass salesman to sell low, popular-priced line on salary or commission. Must come well recommended. State age, experience, salary, etc. Address A No. 1, this office.

WANTED—A competent buyer for housefurnishing department in department store. City of 100,000, located near New York city. Apply, giving full particulars as to experience and salary expected. Address Box 708, this office.

FOR SALE.

FOR SALE—The only china and glassware business in Montgomery, Alabama. Population sixty-five thousand. Established twenty-two years ago by me. Best trade. Clean stock, about \$10,000. Bargain for quick buyer. JAMES E. MADDOX.

FOR SALE—Best paying wholesale crockery and housefurnishing business in the South. Large and growing territory. Well-established trade. Very little local competition. Over thirty years in business. Only exclusive jobbing concern in a city of over 100,000 inhabitants. Best lease in the city. Reasons for selling, wishing to retire. Retail could be added. Address Box 705, this office.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession January 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

SALE OF POTTERY

At Salineville, Ohio.

Penna. R. R.

THURSDAY, FEBRUARY 3d, 1910.

10:30 a.m.

THE Trustee in Bankruptcy will sell to the highest bidder the six-kiln plant of the Dresden China Company, including over four and one-half acres of land, with brick building and massive stone foundations, one, two and three stories high, 310 feet long by 120 feet wide; also 100-horse power Atlas boiler, one 60-horse power Skinner engine, and all machinery equipment and office furniture, with several thousand dollars' worth of ware, glost, bisque and finished; also lot of raw materials.

Located on railroad siding from main line Cleveland and Pittsburg Railroad. Within 20 miles of East Liverpool, Ohio, the center of the pottery district.

Sale on the premises.

JOHN S. McNUTT,
Trustee in Bankruptcy.



NEW YORK, JAN. 27, 1910.

DINNER OF THE WESTERN GLASS AND POTTERY ASSOCIATION.



THE annual meeting and informal dinner at the Ft. Pitt Hotel, Pittsburgh, of the Western Glass and Pottery Association on the evening of Jan. 21 was one of the most interesting ever held. The members and their friends were hardly seated when the fun started. Jule Braun, of the Federal Glass Co., was the leader. He was anxious to "start something," and from the time he began until the close of the dinner the crowd was kept in a constant uproar. W. H. Cassell, sales-manager of the Central Glass Co., divided the honors with Mr. Braun in this respect.

During the dinner the result of the election was announced as follows:

President, Watson W. Lang, of Kinney & Levan, Cleveland.

First vice-president, Howard C. Jenkins, of the H. C. Jenkins Glass Co., Kokomo, Ind.

Second vice-president, Thomas H. Lohr, with the Indiana Glass Co., Dunkirk, Ind.

Secretary, J. G. Kauffmann, Pittsburgh.

Treasurer, Robert G. West, of the Higbee Glass Co., Bridgeville, Pa.

Trustees—A. I. Duval, with the Laurel Cut Glass Co., Corning, N. Y.; William C. Lynch, of Taylor, Smith & Taylor Pottery Co., East Liverpool.

The announcement of the election of Mr. Lang as president was greeted with applause. After thanking them for the honor bestowed he said: "In order to build up this association we must be friends, not only as we meet here to-night, but also in our business. In other words, we must pull together, man to man, and in this way bring about the desired results. As manufacturers and managers we must endeavor to

place upon the market the best that brains and money can produce. In order that our employers can accomplish this we must as salesmen stand together and educate our customers into buying goods of quality regardless of the price. The fault of the average salesman is his tendency to want a line of goods a little cheaper than the other fellow, and the result is we are fighting one another and at the same time dealing death blows to the very ones we should be supporting. In accepting your presidency I do so only with the positive understanding that I am to have the hearty co-operation and support of every member. With this we are bound to double our membership, and in a short time be able to increase our death benefits and build up a substantial reserve fund."

Upon the completion of this address every member present pledged himself by a rising vote to bring in at least one new member during the year.

The report of Walter G. Minnemeyer, retiring treasurer, showed that no deaths had occurred during the past twelve months, and that the receipts for the year, including dues and regular assessments, amounted to \$1,523.03, while the expenses totaled \$213.90.

The report of Secretary J. G. Kaufmann showed a membership of 207, and that the organization was in a thriving condition.

In responding to the toast "Salesmanship," William H. Cassell, of the Central Glass Co., said that the cry about high prices that is being heard so generally does not concern the production of glass or pottery. He urged the salesmen to stick up for

better [prices. "It needs a little firmness," said he, "but if you will all do this you will command the respect of the trade."

Addison Thompson said: "The success of any manufacturing business depends upon its organization, and in this organization the salesman is the greatest feature. It often happens that the manufacturer and the salesman do not tell each other

Harry B. Whitney, of the Phoenix Glass Co., to whom had been assigned the subject "How to Increase Our Membership," was unavoidably absent, but sent a letter in which, among other things, he said: "Use the same energies we put in force to land prospective customers for our companies. Hold forth the beauties of goodfellowship, as well as the actual benefits to the families at times when funds are neces-



H. C. JENKINS,
FIRST VICE-PRESIDENT



W. W. LANG,
PRESIDENT



T. H. LOHR,
SECOND VICE-PRESIDENT

Officers
of the
Association.



J. G. KAUFMANN,
SECRETARY



W. C. LYNCH,
TRUSTEE



R. G. WEST,
TREASURER

things that would be of mutual benefit. This is to be regretted. Hearty confidence and co-operation should at all times exist between these two forces."

"It is not the salesman who turns in the largest volume of orders that is the most successful, but he who shows the most profit on his sales," was the point brought out in a brief address by Harry F. Weber, of the Millersburg Glass Co. He also urged co-operation between manufacturers and salesmen at all times.

sary. We are bound by the ties of fraternalism, and it seems but the natural desire of man to respond to so generous a call to fraternalism as presents itself to men who are eligible to join the association."

"How Trade Journals Can Help the Association" was pointed out by George M. Jaques, of the CROCKERY AND GLASS JOURNAL.

"From a Buyer's Standpoint" was dwelt upon by Charles H. Lang, with Kinney & Levan. "The

buyer cannot do better than to be in close touch with the salesman," said he. "When he does this—when he establishes a reputation for keeping his appointments—a hearty co-operation will ensue, and better results will be accomplished all around."

B. W. Jacobs, of the Jefferson Glass Co., in responding to the toast "Fraternalism," said that to handle the subject in a general sense would require more time than he would think of asking from the gentlemen present, and a broader intellect than he possessed to do justice to the theme. "To apply the term 'fraternalism' to the confines of the various trades here represented, however, will require but few words," said he, "as it is a generally accepted fact that a spirit of fraternity between the manufacturers, buyers and salesmen in the glass, pottery and china trades exists to a degree seldom found in any other branch of commerce."

"What They Make Glass In," was told by Alex. Ross, manager of the Pittsburgh Clay Pot Co.

Then the association went into executive session and put into effect a suggestion offered by John Nixon, of the New York office of the Fostoria Glass Co., relative to increasing the revenues of the association. Mr. Nixon presented some hard business facts that were immediately agreed to, and the board of directors will hereafter collect two assessments a year.

It was also decided that hereafter the annual dinner of the association shall be given on the night of the second Thursday in January.

Those attending were as follows:

Julius Braun	N. O. Strassburger
Wawrick Martin	Wm. H. Cassell
B. W. Jacobs	H. C. Tuttle
Stephen Elkins	J. W. Patterson
B. F. Feldner	D. R. Marshall
C. S. Yeagle	J. D. Wilson
C. H. Lang	M. K. Zimerman
Samuel Kenny	Geo. M. Jaques
H. F. Weber	S. O. Paull
W. J. Patterson	Luton S. Crane
S. Q. Hamilton	John Nixon
Edw. G. Minnemeyer	Mr. Hartley
Addison Thompson	Jos. F. O'Gorman
R. D. A. Thompson	Alex Ross
R. G. West	Harry C. Fry
J. G. Kaufmann	Geo Capples
W. W. Lang	Wm. Dealing
George Pugh	J. F. Daily
W. G. Minnemeyer	Col. Rowe

AMOUNT SHRINKS TO \$125

SOME sensational reports regarding the robbery of Higgins & Seiter by George Hoppe of \$1,700 worth of cut glass appeared in the daily papers this week. The fact, as stated by a member of the firm, is that the missing stock was valued at less than \$125. Hoppe was a decorator employed by the firm, and was arrested after threatening to murder his mother because she was about to inform his employers that he was bringing home pieces of cut glass.

THE CONDITION OF BUSINESS.

New York. With the arrival of the Western jobbers the import season opened this week. While there have been buyers in the market before, this week saw the real opening of the ball. From now on the warerooms will be thronged, and if buyers are as liberal in their purchases of foreign goods as they have been in domestic wares the trade will be on its old-time footing in very short order. So far, buying has been excellent.

The men who have been out on the road for short trips have done well. The increase in orders over the same period of last year has been very satisfactory, particularly with those who handle rich goods. In these, orders have been nearly double. This demand for fine goods is not confined exclusively to the New York market. It is noticeable that the domestic manufacturers of pottery and glass have been disposing of more high grade wares to the regular trade and the department stores than they have of the cheaper lines.

The domestic potters are well stocked with orders. Although the season has only just begun, some of them have booked enough business to last them well into the summer.

Retail trade is inclined to pick up. Sales have increased this week, and the department stores as well as the smaller dealers look for continued improvement.

Trenton. Orders are coming in thick and fast to the potteries here, and reports received from traveling salesmen show increased business in every section. The early opening of trade this month threatens to embarrass some of the plants which did not prepare a sufficient amount of reserve stock.

Pittsburgh and vicinity. The Pittsburgh exposition will close on Saturday, although one or two exhibitors may remain over another week. The season has been very satisfactory. The increase in sales runs from thirty to sixty per cent, and at stiffer prices. While some staples are still being knocked about, there has been a decided tendency on the part of other manufacturers to let the cutters have all the low-priced business they wanted, having arrived at the conclusion that unless there was a profit it was useless to sell goods.

East Liverpool and vicinity. All plants in the Western territory seem to have a very good volume of unfilled orders on their books. Dinner ware is having a greater sale than ever, while specialties are in excellent request. The staple lines are also being called for in goodly quantities.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway, New York.

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TEL. 3231 CORT.MECHANICAL DEPT.,
TEL. 6724 CORT.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 27, 1910.

GERMANY AND THE TARIFF.

THE situation regarding the maximum and minimum clause between Germany and the United States has become acute, but it is believed that some way out of the difficulty will be found. The reply from Germany will not be ready before Jan. 30. Business interests in all branches are showing much concern over the matter.

It is said that the dissatisfaction about the meat question grows out of a misunderstanding, and that eventually a tariff war will be avoided.

GIVE THE POTTER A CHANCE.

BUYERS have no hesitancy in placing import orders for goods which they may not receive until six months later. Is not the American manufacturer entitled to equal consideration?

Aside from the advantage he would confer upon the potter by anticipating the wants of his department, the buyer would benefit himself. Look back at the condition in which numerous crockery departments were before the holidays. It does not take a sage to see that if orders had been sent in earlier many a dealer would have reaped a large reward.

A remark dropped casually by a buyer in December shows the attitude of some men who control the placing of orders, and is characteristic of a certain class. It was urged upon this man that unless he immediately placed an order for certain domestic goods which were selling well he would not receive supplies in time to meet the demand of the public.

"Let 'em wait!" he said. "They have waited months before buying. It won't hurt 'em to wait a little longer."

But customers will not wait. If their wants cannot be supplied in one establishment they will go to another.

Try the plan of ordering early, and see if it does not prove profitable.

PERSONAL.

NOTHING is more annoying than to have one's mail go astray. Daniel C. Ripley, former president of the United States Glass Co., writes us that a lot of his letters are still sent to the company, and requests us to say that his correct address is Room 24, Stevenson building, 341 Sixth avenue, Pittsburgh.

The resignation of W. C. MacMillen as manager of the B. B. Fowler Co.'s china and housefurnishing department, Glens Falls, N. Y., takes place Feb. 1. For six years prior to his engagement with this concern he was buyer for E. W. Edwards & Son, Troy, N. Y. Now he has connected himself in the same capacity with the Wallace Co., Schenectady, N. Y.

Fred A. Hess, with the New York branch of the Goodwin & Kintz Co., and Edith M. Bowen, of Brooklyn, were quietly married Wednesday evening, and are now on their honeymoon.

G. F. Paschley, the veteran lighting-fixture salesman, bade adieu to New York a few days ago with the line of Wm. R. Noe & Sons.

S. Hamburger, who has been visiting this country for several weeks, will sail for home on the President Lincoln, leaving Saturday. Mr. Hamburger will be resident purchasing agent for the Geo. H. Bowman Co., Strawbridge & Clothier, Philadelphia, and others, with headquarters in Berlin.

Mr. Oshima, manager for Mogi, Momonoi & Co., is on his return voyage from Japan, bringing with him new samples and stock. His four months' trip is expected to end in New York about Feb. 1.

Ewald Nocht, representing the German factories of Baushcher Bros., is making a Western trip that will land him in New York again about Feb. 1.

In the list of buyers reported at Pittsburgh last week the name of "H." Heuman, of Heuman & Bernthal, New York occurred. It should have read Moses Heuman. H. Heuman is not associated in any

way with the firm mentioned. There is a Harry Heuman in the trade, but he is employed by John Wygand & Co. Moses Heuman returned to headquarters on Monday after visiting Pittsburgh and the nearby factories.



J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., last week crystallized some arrangements with W. F. Upham, who represents the concern, which are expected to help in making 1910 a banner year for his company.



M. S. Benford, who sells the output of the Flemington (N. J.) Cut Glass Co., left New York last week on an extended trip to the South and West.



Ernest Wolf, manager of the glass department of the Geo. H. Bowman Co., is home from his European trip. Mr. Wolf traveled for three months through Germany, France, Austria, Belgium and Sweden, making his selections for this year. New cuttings in glass, steins, novelties in bisque and china, etc., are the result of his painstaking tour.



Louis Levien, the cut glass man, has returned from a month's tour as far West as Kansas City. Twenty-five additional frames were installed recently in the company's plant at Jeannette, Pa., making a total of seventy-five.



W. Joseph, importer and jobber of 911 Fifth Avenue, Pittsburgh, spent the early part of last week looking over art pottery and novelties in the District. He reports that business in his city is better than average and that conditions indicate continued improvement.



Ed. Sohm and his son, W. H., of Sohm, Ricker & Weisenhorn, Quincy, Ill., came in on Thursday last to place orders, and will be here until the last of next week. They are at the Grand hotel.



Thos. J. Hughes left on a trip this week with H. C. Edmiston's samples and will work the Western territory for the next three months.



Mr. Newton, who formerly represented the United States Glass Co. at Chicago, is now handling the line of the Economy Tumbler Co. in that city.



Louis Klayf, china buyer for Bloomingdale Bros., this city, favored the District with one of his periodical calls Monday, and left behind a trail of happy hearts.



W. J. Noble "hits the trail" Feb. 1 with excess baggage containing the new samples of John Davison. The New Englanders will see him first, and then

Westward ho! John W. French will make the big cities from Buffalo to the Coast. He left little old New York Jan. 25.



Miss K. Fleischman, china, glass and housefurnishings buyer for L. M. Blumstein, New York, resigned Jan. 21.



Arthur Hale, of Leon Wells Co., Augusta, Ga., is the happiest man in the State. It is a boy, and he will be educated to the china business at once. No silver mug for him. He must have china or glass. That's the talk! Start in right.



E. P. Evans, a director of the Royal Worcester Porcelain Works in England, who arrived in New York last Thursday for a short visit, sails for home on the Oceanic Saturday. Mr. Evans has been connected with the Royal Worcester works for over forty years. He is no stranger to New York, although his last visit was made seventeen years ago. He will be back again shortly, and expects to be a more frequent visitor hereafter.



Chas. Wapler, brother of Nicholas Wapler, the New York importer, will return from Leipzig Feb. 1, for which point he hurriedly departed Dec. 17 on account of the serious illness of his mother. While abroad Mr. Wapler visited many of the glass and china factories getting in touch with the new lines.



G. E. Minard, who was formerly at the Fourteenth Street Store, this city, is now buying for the McPartland & O'Flaherty Co., Eighth avenue and Forty-third street.



Winslow Goodwin, of the Goodwin & Kintz Co., was in New York Monday looking over the new showroom in the Crockery Exchange.

MAGNIFICENT WORK.

THE "Norse" room in the Fort Pitt Hotel, Pittsburgh, designed and executed by the Rookwood Pottery, Cincinnati, is without exception the most magnificent specimen of tile work ever accomplished. The room, which is in the basement, is nearly one hundred feet square. The ceiling is built of groined arches in vari-colored tiles. The walls are divided into large arches, in each of which is a picture, the whole illustrating the Viking fisherman of Longfellow's poem. There is the escape of Hildebrand, the pursuit, and the final happy ending, the story being told in nine beautiful bas-reliefs. The colorings are cream, delicate blue, white and light green.

The adjuncts are all in keeping. The furniture is designed after old Norse styles, the lighting de-

vices are made to harmonize, and the adaptation of electricity to an old Viking ship is very clever. A number of these ships, which are about three feet long, hang from the ceiling, with the bulbs hidden from view. The china, which was furnished by Louis Reizenstein, of Pittsburgh, was made at the Lamberton works, Trenton. The decorations are in strong colors designed to carry out the general Norse motif. Every detail throughout the room has been carefully considered, and there is not an incongruous feature anywhere. Its cost is said to have been \$80,000.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
January 25, 1910.

ANTWERP		
2 packages glassware	.....	B Gunthel
2 "	"	Bawo & Dotter
10 "	"	A Berger & Co
6 "	"	Stewart & Crocker
144 "	"	Miscellaneous Orders
29 "	chinaware..	Vogt & Dose
153 "	"	Theodore Haviland & Co
7 "	"	Bawo & Dotter
4 "	"	Ceramic Importing Co
2 "	"	Miscellaneous Orders
53 "	earthenware	L Straus & Sons
12 "	"	Koscherak Bros
21 "	"	O Goetz
42 "	"	Strobel & Wilken Co
9 "	"	Miscellaneous Orders
15 "	toys	B Illfelder & Co
151 "	"	Strobel & Wilken Co
105 "	"	Miscellaneous Orders

BREMEN		
12 packages glassware	.....	L Straus & Sons
14 "	"	Samstag & Hilder Bros
2 "	"	Knauth, Nachod & Kuhne
28 "	"	A Steinhart & Bro
545 "	"	Miscellaneous Orders
6 "	chinaware	O E Wheelock & Co
115 "	earthenware	Geo Borgfeldt & Co
48 "	"	L D Bloch & Co
61 "	"	Bawo & Dotter
38 "	"	Karl Hutter
46 "	"	Eimer & Amend
36 "	"	L Straus & Sons
44 "	"	Knauth, Nachod & Kuhne
37 "	"	Strobel & Wilken Co
64 "	"	Miscellaneous Orders
266 "	toys	Geo Borgfeldt & Co
36 "	"	Bawo & Dotter
32 "	"	Samstag & Hilder Bros
110 "	"	F W Woolworth
12 "	"	Geo H Bowman Co
85 "	"	Strobel & Wilken Co
39 "	"	Miscellaneous Orders

LIVERPOOL		
8 packages earthenware	.....	The Rowland & Marsellus Co
14 "	"	Geo Borgfeldt & Co
28 "	"	E Boote
9 "	"	Knauth, Nachod & Kuhne
5 "	"	L Straus & Sons
3 "	"	Miscellaneous Orders
12 "	chinaware	O E Wheelock & Co
12 "	glassware	Meakin & Ridgway
4 "	"	N Wapler
6 "	"	L Straus & Sons
27 "	"	Miscellaneous Orders
17 "	toys	Strobel & Wilken Co

HAMBURG		
547 packages glassware	.....	Fensterer & Ruhe
23 "	"	F Bing & Co
15 "	"	Lazarus, Rosenfeld & Lehman
221 "	"	W R Noe & Sons
210 "	"	O O Friedlander
10 "	"	Kmy-Scheerer Co
128 "	"	Eimer & Amend
126 "	"	Fondeville & Van Iderstine
43 "	"	F Euler & Co
5 "	"	J H Venon
16 "	"	Strobel & Wilken Co
1,478 "	"	Miscellaneous Orders
46 "	chinaware	Bawo & Dotter
6 "	"	C E Wheelock & Co
1 "	"	Miscellaneous Orders
91 "	earthenware	Geo Borgfeldt & Co
6 "	"	Bawo & Dotter
26 "	"	J Wygand & Co
150 "	"	L Straus & Sons
5 "	"	Koscherak Bros
2 "	"	G F Bassett & Co
24 "	"	Julius Palme
5 "	"	Chas Ahrenfeldt & Son
10 "	"	Lazarus, Rosenfeld & Lehman
28 "	"	Samstag & Hilder Bros
289 "	"	F W Woolworth
3 "	"	N Wapler
2 "	"	C L Dwenger
2 "	"	L D Bloch & Co
34 "	"	O Goetz
29 "	"	Strobel & Wilken Co
403 "	"	Miscellaneous Orders
168 "	toys	B Illfelder
8 "	"	F W Woolworth
66 "	"	Samstag & Hilder Bros
3 "	"	C B R uss
467 "	"	Geo Borgfeldt & Co
63 "	"	Strobel & Wilken Co
447 "	"	Miscellaneous Orders
7 "	harmonicas	Strobel & Wilken Co

HAVRE		
25 packages chinaware	.....	Wm Guerin & Co
28 "	"	J Pouyat Co
3 "	"	Bawo & Dotter
5 "	"	Miscellaneous Orders

LONDON		
6 packages toys	.....	Geo Borgfeldt & Co
21 "	"	Strobel & Wilken Co

SOUTHAMPTON		
70 packages chinaware	.....	Haviland & Co
9 "	"	Geo Borgfeldt & Co
3 "	"	L D Bloch & Co
9 "	"	Blakeman & Henderson
42 "	"	H Creange
1 "	"	Ceramic Importing Co
14 "	"	C L Dwenger
22 "	"	Endemann & Churchill
3 "	"	F W Jenkins & Co
5 "	"	Lazarus, Rosenfeld & Lehman
28 "	"	A G Moment
18 "	"	L Straus & Sons
4 "	"	J H Venon
36 "	"	Wm Guerin & Co
70 "	"	Miscellaneous Orders

TRIESTE		
95 packages glassware	.....	A L Crawford

CHRISTIANA		
94 packages glassware	.....	Fensterer & Ruhe
21 "	"	Miscellaneous Orders
87 "	toys	Geo Borgfeldt & Co

ROTTERDAM		
3 packages earthenware	.....	L D Bloch & Co
6 "	"	Lazarus, Rosenfeld & Lehman

GENOA		
25 packages earthenware	.....	Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

50 packages earthenware.....	Jones, McDuffee & Stratton Co
96 " "	Mitchell, Woodbury Co
11 " "	Richard Briggs Co
15 " "	A W Chesterton
4 " "	Miscellaneous Orders

MANCHESTER

15 packages earthenware.....	American Express Co
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ANTWERP

85 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " "	Mitchell Woodbury Co
2 " "	Shreve, Crump & Low Co
29 " "	American Express Co
3 " "	Miscellaneous Orders

HAMBURG

32 packages earthenware.....	Jones, McDuffee & Stratton Co
27 " "	Boston & Maine Railroad
42 " "	F W Woolworth
4 " "	Bawo & Dotter
6 " "	R F Downing & Co
4 " "	F Behrend & Co
19 " "	C J Pierce & Co
16 " "	L Wolf & Co
8 " "	L E Knott Apparatus Co
8 " "	W N Proctor & Co
12 " "	Geo Borgfeldt & Co
49 " "	American Express Co
21 " "	Miscellaneous Orders

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- W F Walker, with E W Edwards & Son, hf, c, t, Syracuse. Victoria.
- R C Gibson, with Marshall Field & Co, t, Chicago. Latham.
- W E Goodman, with M O'Neil & Co, hf, c, Akron, O. 2 Walker.
- J N Campbell, with Jones Dry Goods Co, s, Kansas City, Mo. 31 Union Square.
- P Schaeffer, with Adam, Meldrum & Anderson Co, hf, c, g, Buffalo. 2 Walker.
- W G Lloyd, with Titche, Goettinger Co, hf, Dallas, Tex. 45 East 17th.
- I Halpern, with Pettis Dry Goods Co, hf, Indianapolis. 2 Walker.
- J A Stolberg, with "Golden Rule," s, St Paul, Minn. Navarre.
- Ned W Mackie, with J M High Co, c, g, Atlanta. 100 Fifth Ave.
- N A Ferrie, with A T Lewis & Son Dry Goods Co, hf, Denver. 16 East 18th.
- C G Miller, R J Calm and A J Kline, with Dives, Pomeroy & Stewart, hf, Pottsville, Reading and Harrisburg, Pa. 2 Walker.
- G L Warwick, of O H Warwick Co, c, St John, N B. Herald Square.
- F H Blankenmeister, of F H Blankenmeister & Co, l, c, St Louis. Herald Square.
- Ed Wild, of Wild & Rohn, c, Milwaukee. Earlington.
- Chas Smith, with Brown Thomson & Co, c, t, Hartford. 2 Walker.
- W A Skinner, c, Elgin, Ill. Prince George.

W H Niemann, with Jones Bros Merc Co, c, Kansas City, Mo. Prince George.

F Gable, with McDonald Bros, c, Minneapolis. Imperial.

Abe Lyons, of Lyons & Marks, c, g, hf, Toronto, Canada. Cadillac.

A Jasman, with Meier & Frank Co, hf, c, Portland, Ore. 31 Union Square.

Chas Herman, with Bailey Co, c, hf, Cleveland. 37 West 26th.

Wm W Dodge, with John G Myers Est, c, Albany. 31 Union Square.

Geo M Stocker, with M Seller & Co, c, Portland, Ore.

Geo W Hoagland, with Wise, Smith & Co, hf, Hartford. 47 Lispenard.

Chas F McGee, with Rhodes Bros, c, Tacoma. 396 Broadway.

C H Pfeiffer, of C H Pfeiffer Crockery Co, Peoria.

Ed Sohm and W F Sohm, of Sohm, Ricker & Weisenhorn, c, Quincy, Ill. Grand.

F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield, Mass. 2 Walker.

H S Skinner, with Schipper & Bloch, g, hf, Peoria. 47 Lispenard.

A E Ellis, with Almy, Bigelow & Washburn, hf, t, Salem. 2 Walker.

S A Knill, with Denver (Col) Dry Goods Co, hf, t, 30 East 20th.

Mr Riesley, with Wilson Co, hf, Buffalo. 2 Walker.

KITCHEN NOVELTIES WANTED.

AN GERMAN jobber desires to get into communication with American firms exporting novel kitchen utensils and other household specialties. Correspondence and catalogues should be in German. For further information address Foreign Trade Opportunities, Bureau of Manufactures, Department of Commerce and Labor, Washington, and refer to file No. 4368.

INSTRUCTIONS FOR PACKING.

IN furtherance of its campaign to secure better packing of articles offered for shipment over its lines the Pennsylvania Railroad is to distribute, through its freight department, thousands of copies of the pamphlet just issued by the Department of Commerce and Labor, entitled "Packing for Export."

The many complaints received from consular agents that American exporters do not pay sufficient attention to the packing of merchandise for shipment to foreign countries has caused the Department of Commerce and Labor to issue a pamphlet describing in detail the so-called packing evils.

The railroad managers have estimated the freight loss and damage in the United States to aggregate \$20,000,000 per annum, while the economic loss to the country is vastly greater. The greatest source of this loss is improper and inadequate packing. Re-

ports from consuls and special agents received by the Bureau of Manufactures show not only loss in the articles shipped, but a loss of trade because of carelessness in packing.

AGAINST TARIFF REVISION.

A RESOLUTION deprecating all agitation for the reopening of tariff revision and changes in the schedules until the workings of the present law have been fully demonstrated was adopted at the annual meeting of the American Protective League, held at 339 Broadway Jan. 20, on the motion of Henry B. Joy, of Michigan, seconded by Homer Laughlin, of California.

Among those elected to serve on the board of managers for the ensuing year were Geo. R. Meyer-cord, Chicago, and A. H. Heisey, Newark, O.

\$75,000 WORTH OF TOYS DESTROYED.

FIRE damaged the stock of the Kipps Bros. Co., wholesale dealers in toys and novelties, Indianapolis, Jan. 22, to the extent of \$75,000. Insured.

A NARROW ESCAPE FROM DEATH.

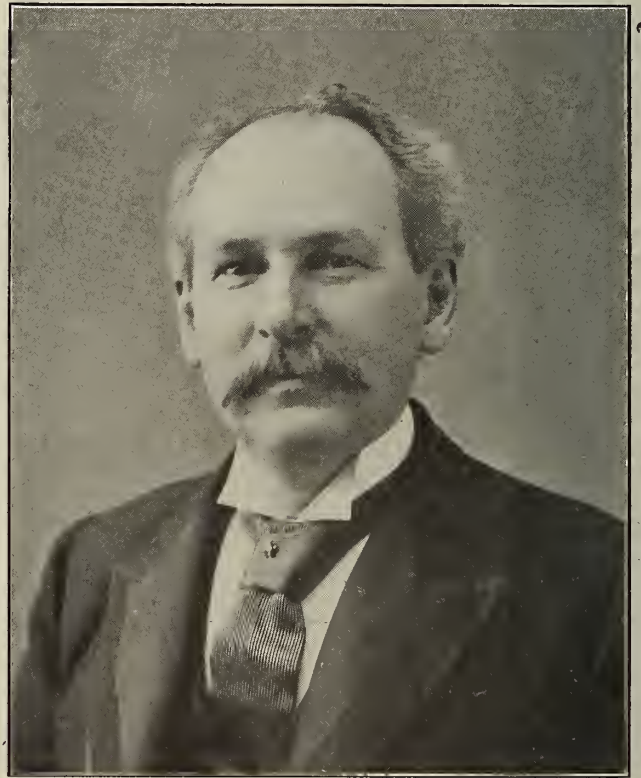
ON Wednesday morning James Cassidy, driver for the O'Neill-Adams Co., came down to Maddock & Miller's to get some ware, and stepped on the elevator, which was partially loaded with crockery and baskets. Almost as soon as the elevator began to descend one of the chains broke, and the whole thing fell into the cellar. The platform turned over and crushed him and the ware. If it had not been for the baskets he would have been killed outright. As it was, he suffered a compound fracture of the nose and was badly bruised. He refused to go to the hospital, and an ambulance surgeon dressed his wounds.

GLASS JARS WANTED.

A FIRM in Porto Rico is desirous of communicating with American manufacturers of glass jars. The jars are wanted for the packing of olives and must be provided with patent stoppers and rubbers. The sizes most required are those with a capacity of $\frac{1}{2}$, $\frac{1}{4}$, and $\frac{1}{8}$ gallons, and smaller sizes which could be selected from samples. Payments will be made by New York bankers against delivery of shipping documents. Prompt shipment of orders is especially desired. For further information address Bureau of Manufactures, Department of Commerce and Labor, Washington, and refer to file No. 4360.

OBITUARY.

WM. T. ROWE, one of the old-time crockery men, died at his home, 42 Liberty street, West Somerville, Mass., Sunday last. He was connected with the old Abram French Co., Boston, for a great many years, and on the breaking up of that concern



WM. T. ROWE.

came to New York and took charge of the hotel department at Higgins & Seiter's. He left that firm two years ago to engage in another line of business on his own account in Boston. Mr. Rowe was highly regarded, both in business and social life, and his demise will be deeply regretted. He was sixty years old.

L. C. Lewis, aged 40, formerly buyer for the "Berlin," and later with H. Strasbourger & Co., Eighty-sixth street and Third avenue, this city, died on Jan. 18 of pneumonia after two days illness. Mr. Lewis was well known in the District, having been a buyer for nearly twenty years.

Chas. E. Garrison, for fifteen years cashier and financial manager for Theo. Haviland & Co., died at Red Bank, N. J., Jan. 20. Mr. Garrison was stricken with the grip last Thanksgiving while visiting his sister in Red Bank, and owing to his advanced age was unable to withstand the ensuing complications. Funeral services were held at Red Bank Monday afternoon, at which time the New York offices of his former employers were closed as a tribute to his many years of faithful service. The interment was at Paterson on Tuesday.

THE world doesn't respect a man who has no respect for himself.

The New York Crockery and Glass District.

Chas Ahrenfeldt & Son are making the best display of fancy French plates they have ever had—and that is saying a lot. Their line has always been remarkable, and to make it better has been no small task. The gold encrustations are especially good, the colorings are artistic to a degree, and, what is of no small importance, the selected ware is as near perfection as possible. The range of prices is great, and any dealer can find something for his stock.

Cox & Lafferty have this week added to their already large lines samples of leaded dome shades of a very high grade. Notwithstanding their quality, the prices are low when the class of work is considered. They have also put in a line of cathedral chimes for clocks.

The new line of Japanese fancy tableware at Vantine's is meeting with great success, and the firm has reason to feel extremely satisfied with this recent acquisition.

If you hear a bugle call around the District, do not rush to the window expecting to see a procession headed by a band. The "reveille" or "taps" comes from the mouth of a small boy about fourteen years old. Without extraneous aid his vocal chords produce a call that can be heard for half a dozen blocks. It is really a wonderful performance. So closely does he imitate a bugle that those who do not see him are sure the sounds proceed from that instrument.

Alex. G. Menzies has received his new samples from the John B. Higbee Glass Co. One is a plain Colonial set with very pretty lines, and there is a pressed figured pattern which is very bright and attractive in appearance. There are also some new ideas in cuttings.

Bawo & Dotter have their French lines ready for the trade now, and present some very attractive new goods. The line is larger than last year, and shows, besides the dinner ware, a great array of fancy plates and short lines. In the multitude of good things it is difficult to single out any for special

mention, although the most striking are a broad gold band with maple leaves running over the shoulder of a plate; a similar design but with an oak leaf shown in gold and color; and a Persian border design which is absolutely unique.

The combination of hammered brass with their new Modern Stained Glass makes the fixtures of John Morgan & Sons especially attractive. Like all new things, the ultimate state of perfection in this material has probably not yet been reached, but at the present writing their fall trade with one Southern concern has increased threefold. This means something at least. Their attractive advertisement in another part of this issue speaks for itself.

Geo. F. Bassett & Co. have their warerooms in order and are making a very handsome display. So complete has been the change there, both outside and in, that buyers will hardly know the place. All are cordially invited.

Jas. P. Gordon opened up a line from the Jones, McDuffee & Stratton Co., Boston, in room 23 Crockery Exchange this week. Mr. Gordon has been with the company for over fourteen years and has a large circle of acquaintances in the trade who will be glad to know they can see him in New York.

Hugh L. McNicol, of the D. E. McNicol Pottery Co., East Liverpool, was in the District last week and stated that his firm was considering the advisability of discontinuing the New York showroom. The line has been handled the past two years by E. Bergman & Son.

Buyers who visit the new home of Geo. Borgfeldt & Co. at Sixteenth street and Irving Place will be astonished at the multitude of good things to be seen. Among the goods just received from Dresden, manufactured expressly for this firm, are dinner, game and ice cream sets and bouillon cups, the designs of which show extreme care as to detail and even surpass the Borgfeldt standard. A new addition is a line of prettily-designed Russian china for table use and

decorative purposes. In bric-a-brac their showing includes Teplitz, Dux, Royal Berlin, Italian Cantigalie, various French manufactures, and Swiss and Russian peasant pottery. Among the marbles a specially artistic piece is a representation of the four seasons by Professor Vichi of Florence. Pedestals are carried in both white and green marble.

The Strobel & Wilken Co., as usual, are preparing to show a large line of Schlegelmilch china. This popular brand of goods shows very attractive border effects and floral designs on new shapes. The decorative treatments are exceedingly artistic. The firm is now exclusive agent for Arthur Wood, Longport, Eng., manufacturer of rockingham teapots, as well as Bishop & Stonier, makers of semi-porcelain dinner and tea ware. A visit to these warerooms should be made by every buyer who desires to be well posted.

Most of the new samples of the J. Pouyat Co. are now displayed in the big showroom at 37 Murray street. For the lover of beautiful china a visit to New York would be incomplete without an inspection of this high-class line. Probably the handsomest decoration is one with a narrow gold band encircling the edge of the plate and surrounding a gold rope border enclosing a fine gold filigree. At regular intervals in recesses formed by the filigree work are tiny roses in color resting snugly in a spray of green leaves. Another decorative gold band just below the shoulder completes the design.

The Geo. H. Bowman Co. are now installed in their new store on the corner of Murray and Church streets. The place has been entirely renovated, galleries put in, and a new front gives the store an entirely different appearance. The basement will be devoted entirely to dolls and the store floor to china, glass and housefurnishings. Toys will be carried in the old store at 37 Murray street during the import season.

The Porcelaines G. D. A. lines are attracting much attention. The designs show careful study of detail. The question of a broad or narrow line is not hastily decided, and when once fixed one may be assured that it is the right thing in the right place. The same is true of their color work—it would be hard to change it for the better. And no shape is ever put out until it is right in every respect. The result is that customers come, buy, and come again.

An attractive line of new tumblers fresh from the factory is displayed by Paul Joseph, New York representative of the Duncan & Miller Glass Co. It includes graduated sizes from the bar glass to the sixteen-ounce size. The lower half of the design is an imitation Dutch diamond cutting, surmounted by

a border of diamonds. Mr. Joseph is also showing a full line of stemware from cordials to goblets. A new effect in decoration has been obtained by covering the engraving with gold.

Fifteen years ago the Haviland & Abbot Co. brought out a simple cornflower decoration on dinnerware which became known as the "ragged robin," and to-day it is found to be the best-selling blue decoration that the firm has ever produced.

The "Daisy" pattern in table glassware brought out by the United States Glass Co. this season is another example of the perfect mould work for which the company is noted, besides being remarkable for its brilliancy. There are also new designs in pantograph and deep acid etched blown ware that are quite distinctive.

The engraved glassware line of J. N. Illig, Corning, N. Y., is represented in New York by W. F. Upham.

Wm. W. Warrin has received samples of a new blue and white willow ware from the Globe Stoneware Co. The line embraces lettered jars for coffee, flour, etc., mugs and tankards.

The brass goods line of the Turner & Seymour Mfg. Co. is at present being handled by C. B. & J. Warner. L. M. Hicks gave up the line Jan. 1 and contemplates entering the retail hardware field in a nearby town. Messrs. Warner are also now representing the Jno. A. Nelson Cut Glass Co., and with the new year the fancy shades of Braunstein Bros. were added. The firm now has seven men on the road—three additional salesmen having been recently engaged.

The Unique Art Glass and Metal Co. will vacate its present quarters at 46 Park Place, on May 1. A location in the vicinity of Twenty-third street is being sought.

Fondeville & Van Iderstine will open next week the Bavarian Crown line from the crystal factory of Sir Benedikt Lord von Poschinger at Oberzrieselau, Bavaria. This factory was established in the fifteenth century, and even then, besides mirrors and window glass, manufactured hollow glassware. In the beginning of the nineteenth century its drinking glassware with knightly subjects became very popular and took the lead with rich cuttings, gold etchings, etc. From 1881 to the present time this factory has achieved the highest efficiency in the making of art glassware, as is attested by the gold and silver medals awarded by various Expositions. Among the artists on its staff are Profs. Behrens, Riemerschmid, Niemeyer and

Von Stoevin, who design various table services, punch sets, vases, etc., and particularly worthy of note is the work of Mr. von Reichenbach, of Munich, who designs State subjects, for which numerous orders have been lately received from the German Emperor, the King of Roumania, the Crown Princess of Roumania and the Grand Duchess Cyrill of Russia.

C. Clauson-Kaas opened this week quite a number of new things in Royal Copenhagen ware. One of the best is on their Fan pattern plate—a wide gold band on an embossed design. Another is a narrow border with blue roses under the glaze. This pattern is shown in complete dinner sets. There is another fancy plate with a sprig of autumn leaves which looks as if it had been dropped carelessly on—it is so natural in color and effect. The same design is also shown in beech leaves.

Herbert Ellis, sales-manager for Jesse Dean, Trenton, plans to have the display room at 25 West Broadway stocked with an entirely new line by February 1.

Nicholas Wapler, the veteran importer, is discontinuing his German and Austrian line of fancy goods, and will specialize on barber supplies, religious statues, etc. The second floor of his building at 28 Warren street will be sublet and only the three upper floors retained. Mr. Wapler's advancing years call for a more leisurely life, and his son-in-law, Eugene Ebeling, is therefore gradually assuming the management of the business.

THE LEIPZIG FAIR.

IN answer to numerous inquiries we repeat the announcement made in a recent issue that the Leipzig Fair will commence on Monday, March 7, and will continue until the 19th. Most of the exhibitors, however, will only be there the first five days.

LIKES THE "JOURNAL."

WRITING from Greenville, S. C., W. E. Waters, secretary-treasurer of the Carolina Hardware Co., says:

"We have recently taken over the Barr Hdwe. Co.'s hardware business and intend increasing the china and kindred lines considerably. In fact, we are at present making a complete overhauling of the storeroom, remodeling and modernizing it and making some special arrangements for handling and displaying the lines above mentioned. Are inclosing you our check for a year's subscription to your JOURNAL, which the writer read with much pleasure for two years while in business at Chester, S. C., as a member of the firm of Waters & Spratt."

CHANGES AMONG BUYERS.

THE following changes were made among department store managers and buyers during the past year:

Sam. Blumenthal, formerly with Bloomingdale Bros., retired.

Harry J. Todd, formerly with Rothschild Co., Chicago, now with L. S. Donaldson, Minneapolis.

Chas. W. Greenman, formerly with May Co., Cleveland, now with Goldberg-Siegel Co., Trenton.

F. H. B. Lang, formerly with Kinney & Levan, Cleveland, now with Kenny Bros., Canton, O.

Edw. W. Hammond, formerly with Greenhut's, New York, now represents the Eygabroat-Ryon Cut Glass Co. in this city.

Adolph Goldman retired as manager of the Fourteenth Street Store, this city. Mr. Jacobs succeeded him.

Ed. E. Hamblin went with R. H. White & Co., Boston.

Harry Hollander succeeded Mr. Donoghue at Henry Siegel's, Boston.

Wm. McClelland succeeded Chas. Herman at Rothenberg's, this city.

Chas. Herman, Rothenberg's, now with Bailey Co., Cleveland.

John McLaughlin, glass, china and housefurnishings department, Harris Store, this city.

C. O. Leisler, now with the Alms & Doepke Co., Cincinnati.

C. J. Day left Harned & Von Maur to go with the Fair, Cincinnati.

F. H. Dunmore, Mitchell & Co., now with the Shepard Co., Providence.

Miss M. Y. Wheaton left B. Altman & Co., to go in business on her own account at 507 Fifth Avenue, this city.

F. G. Coover, now with Miller & Paine, Lincoln, Neb.

Ernest Wade exchanged the Wm. Barr Dry Goods Co. for W. M. Whitney & Co., Albany.

Wm. J. Mills, now with the Great Department Store, Lewiston, Me.

Maurice M. Nathan left Seavers Bros. for S. P. Dunham & Co., Trenton.

Miss Renton, formerly with O'Neill-Adams, now with McCreery & Co., this city,

T. A. McNichol, now with S. Baker & Son, Kingston, N. Y.

N. H. Hollister left Mitchell & Co., and is now with Shepard Co., Providence.

Jos. H. Goldson left Goldberg, Siegel & Co., Trenton.

C. R. Smith went into business in Huntington, Ind.

W. H. Brenn, J. Long's Sons, Scranton, Pa., now with the Howe Store in the East End, Pittsburgh.

Frank H. Kamak, of Derby, Conn., with Ehrich Bros., this city.

Eugene Schmidt, Heyn Binswanger & Co., now with the J. L. Hudson Co., Detroit.

W. H. Huyck, Siegrist & Fraley, now with Clark Bros., Scranton, Pa.

P. Rosenburn, "Berlin," now with Kuh's Bazaar, Brooklyn.

W. K. Andrews, Ware-Dalley Co., now with Jonas Long's Sons, Scranton, Pa.

E. E. Sundeen went with Pierr & Co., Moline, Ill.

Thos. W. Pinder resigned his position at Greenhut's, this city, and signed as salesman for A. L. Tuska & Son, this city.

Chas. Schlessinger relinquished his charge of the McCormick department, Brooklyn.

Morris S. Jaffe became assistant buyer for Younker Bros., Des Moines.

Miss Laura J. Hickman gave up her position at S. P. Dunham & Co.'s, Trenton.

R. H. Yarwood signed as buyer for Snyder, Newark.

S. Averill left D. R. Craig & Co., and signed with Jordan-Marsh Co., Boston.

W. P. Foreman went with the Goldberg, Siegel Co., Trenton.

Jas. S. Hanning succeeded N. H. Gardinier at the Jordan-Marsh Co., Boston.

Miss M. Hyman left Rothschild Bros., Ithaca, N. Y.

Wm. T. Mitchell resigned as buyer for Jos. Horne & Co., Pittsburgh.

Ed. C. Beltz, now with Scruggs-Vandervoort-Barney Dry Goods Co., St. Louis.

Kitty Fleischman engaged with L. M. Blumstein & Co., this city.

M. LeCompte, formerly with the Delaney store, is now head of LeCompte & Co., Baltimore.

Miss Hanna Zolki, Walbridge & Co., now buys toys for the Chambers Hardware Co., Oil City, Pa.

John Jacklin engaged with Rothschild & Co., Chicago.

Louis F. Meyer, Scruggs-Vandervoort-Barney Dry Goods Co., now with Lycett Stationers, Baltimore, Md.

R. M. Wright, W. B. Snyder & Co., now with the Vandyk Furniture Co., Paterson, N. J.

M. J. Donaghue left the Vandyk Furniture Co. to travel for Shimamura & Co., this city.

J. H. O. Hahn, W. L. Milner & Co., now with the Lion Dry Goods Co., Toledo, O.

M. Church formerly with Shepard Co., now with Seaver Bros., Brooklyn.

G. E. Bruorton took charge of the china and housefurnishing department of the Denholm, McKay Co., Worcester, Mass.

John L. Murray left H. Herpolsheimer Co., and went with the Hennessy Mercantile Co., Lincoln, Neb.

L. Farrend gained the buyer's position at the H. Herpolsheimer Co.'s store, Lincoln, Neb.

Frank P. Boyland left Duffy, McInnerney Co. to take charge of McCurdy & Norwell's china department, Rochester, N. Y.

Robt. Orr went from McCurdy & Norwell Co. to the Jos. Horne Co., Pittsburgh.

J. J. Reed severed his connection with the China Hall Co., Boston.

Harry L. Klaus went with the Duffy, McInnerney Co., Rochester, N. Y.

W. D. Gilmore left Maier & Berkele for the China Hall Co., Boston.

Caryl Marks now with Albert Pick & Co., Chicago.

J. B. Cooper, H. P. Chandlee, Sons & Co., went with Dulin & Martin, Washington, D. C.

Wm. Negass succeeded Mr. Brown as buyer for the Auburn Supply Co., Auburn, N. Y.

M. Wessels went with the Hunter-Tuppen Co., Syracuse, N. Y.

Harry Schwartz established himself with the Rothschild Co., Baltimore.

Otto Hausman severed his connection with Otto Young & Co., Chicago.

Jas. Hogan, formerly with Denholm & McKay Co., now buys for the Gamble-Desmond Co., New Haven.

B. H. Bates and B. B. Scriber formed a partnership to open a store of their own in Monticello, N. Y.

AMERICAN EXPOSITION IN GERMANY.

WE note with pleasure that Christian Scherfig, well known as the former representative of the Royal Copenhagen Porcelain Co., has been appointed director in the applied arts department of the American Exposition Co. The exhibits will be held during June, July and August, 1910. He will call on American manufacturers to solicit exhibits and will arrange to take charge of the shipping and the installation of the goods in Berlin. Mr. Scherfig is admirably adapted to fill this position. He knows American goods and what will sell in Europe, and his experience as an importer and exporter will stand him good stead in handling the exhibits. Germany will be crowded with visitors from all parts of the globe during the summer, and this is an opportunity for American manufacturers to place their goods before the world.



AT PITTSBURGH.



FOR the third week of the glass exhibit there were fewer buyers in the market than the salesmen anticipated. However, during the early part of the present or fourth week the list was increased. There is no change in the quality of buying. All who have been here have placed liberal orders and far in excess of those of a year ago. That the present exhibit is the most successful in recent years from a commercial standpoint is admitted on all sides. Both tank and pot glassware have sold well, while the cut glass salesmen have had nothing to complain about. All things considered, everyone connected with the 1910 glass show is highly pleased.

Buyers in the market during the past week were:

William J. Raush, with Swank Hdwe Co., Johnstown, Pa.
 F. H. Blankenmeister, of F. H. Blankenmeister & Son, St. Louis.
 "Jack" Patterson, with Geo. C. Cooke Crockery Co., St. Joseph, Mo.
 John Hackenberg, Milton, Pa.
 C. H. Lang, with Kinney & Levan, Cleveland.
 Will Casey, with McDonald Bros., Minneapolis, Minn.
 B. O. Chapman and H. A. Merrill, of Ogden, Merrill & Greer, St. Paul, Minn.
 C. H. Becker, of Becker-Hazelton Co., Dubuque, Ia.
 William Westerman, of Westerman China and Glass Co., St. Louis.
 Fred Swasey, of Swasey & Co., Portland, Me.
 Mr. Johnston, with Webb-Freyschlag Mercantile Co., Kansas City, Mo.
 John J. McClellan Houston, Tex.
 Mr. Seville, with Zion Co-operative Mercantile Co., Salt Lake City.
 Mr. Younger, of Younger & Stilke, Milwaukee.
 George and Arthur Wheelock, Peoria and South Bend, Ind.; also Mr. Reitz.
 John Goodwin, with Memphis (Tenn.) Queensware Co.
 Mr. Holmes, with J McCreery, New York.
 John E Stone, with Gowans, Kent Co., Toronto, Canada.
 Messrs. Rosenberg and Koch, with M. Sellers & Co., Seattle.
 Silas Ichenhauser, Evansville, Md.
 Frank Merrill, with G. Sommers & Co., St. Paul, Minn.
 C. L. Knapp, of C. L. Knapp & Co, Leavenworth, Kans.
 D. Block, with Anglo-American Glass and Crockery Co., San Francisco.

Luton S. Crane, of Cleveland, has been exhibiting the Fostoria Glass Co.'s lines at the Ft. Pitt and has done a good business.

B. W. Jacobs, of the Jefferson Glass Co., is one of the most pleased over business conditions of all those who have taken part in the local displays. Orders have exceeded expectations and are far in ad-

vance of the bookings of 1909. Two new items have just been added to the Chippendale line which are credited with being the most tasteful yet created—the No. 6 candlestick and the No. 4 compotier. Mr. Jacobs defies anyone to find a flaw in either. The writer couldn't, and had to confess that finer pressed glass was never produced. In the course of conversation Mr. Jacobs incidentally remarked that he had just booked an order amounting to \$1,000 through his 'ad.' in the CROCKERY AND GLASS JOURNAL.

Jule Braun, who has been looking after the interests of the Federal Glass Co. during the local exhibit, will open at the Gibson House, Cincinnati, Feb. 12. He will then continue over his regular territory.

The United States Glass Co. is enjoying an exceptionally good business on its new lines. The Daisy decorated crystal table glass is now being put up in an assortment, and is meeting with favor. This line is also being shown in a ruby and gold treatment.

W. J. Patterson will be the only salesman on the road this season for the Star City Glass Co., which makes decorated lamp chimneys.

There has been an air of activity about the Cambridge Glass Co. exhibit at the Ft. Pitt ever since it was opened. The trade has taken advantage of the new offerings of this company in both table and specialty lines.

Walter G. Minnemeyer while exhibiting the wares of the Dugan Glass Co. at the Seventh Avenue hotel received word that a little baby daughter had arrived at his home. A few days after, Ollie J. W. Higbee, of the Higbee Glass Co., showing at the Ft. Pitt, was informed that a little girl had also gladdened his household. The coming of the latter was particularly welcome, for death has claimed two children of Mr. and Mrs. Higbee.

C. F. Von Stein, for the past few years identified with the Lancaster (O.) Glass Co., has disposed of his holdings in that company and has become associated with the Hocking Glass Co., of the same place. Mr. Von Stein has been in charge of the exhibit at the Seventh Avenue during the past ten days. At the close of the show he will go on the road.

Vases in "Radium" glass are being shown by the Millersburg Glass Co. They stand twelve inches high, and are five inches in diameter at the top and

six at the base. Rich relief work is a feature. In connection with the "Radium" effect is a line in old ivory and mother-of-pearl finish which is very attractive. A line of jugs in the same kind of glass will be brought out by this firm at once.

A glass dipper showing gradations and having an ebony-finished handle, made by the Indiana Glass Co., was displayed at the Ft. Pitt the past week by Thomas H. Lohr. The dipper, which is made in but one size, has a capacity of eight ounces.

Souvenir lines are in greater demand than ever. This class of business is far ahead of last year. The jobbing trade is ordering very liberally of all the best of these decorated lines.

Kinney & Levan have doubled the space of their permanent sample room in the Century building, Seventh street, and starting Feb. 10 their new import lines of china will be displayed. This early spring exhibit will be the largest of the kind ever arranged here and will include dinner ware patterns and treatments from many foreign potteries that have not been heretofore handled by this firm.

"Aurora Iris" is the name of the new Tiffany-effect glass lines of the Dugan Glass Co., for 1910.

While a report is current that several low quotations have been made on blown and stemware, the majority of the factories making these lines are refusing business except at the regular standard prices. There is a marked tendency on the part of manufacturers of these several lines to keep up prices.

Since assuming charge of the china and glass department of the Joseph Horne Co., Robert Orr has made many changes. The new arrangement of dinner patterns is a decided improvement.



Announcement is made that the Imperial Glass Co for 1909 sold 50,000 more barrels of glass than during 1908. The outlook for 1910 leads the officials of the company to believe that this business will be greatly increased. Many new items have been added to the iridescent line, while the crystal lines of tableware are more extensive than ever.



W. S. James, formerly foreman of Charleroi, Pa. the tank department, has been named as the new superintendent of the Macbeth-Evans glass plant. The position had been vacant since the fatal shooting of Mr. Adams some time ago.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of November, 1909, compared with the same month in the preceding year, were as follows:

	1908	1909
Great Britain.....	\$158,826	\$214,788
Austria.....	79,845	78,522
France	94,328	164,835
Germany.....	249,466	342,659
Other Europe.....	11,668	25,220
Japan.....	80,398	106,356
Other Countries.....	8,935	11,835
Total.....	\$682,964	\$943,665

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1907	1908	1909
Great Britain...	\$3,017,979	\$2,897,089	\$2,496,275
Austria.....	851,920	899,877	750,208
France.....	2,009,741	1,589,713	1,711,622
Germany.....	5,188,498	8,847,179	3,502,849
Other Europe..	319,769	154,857	202,479
Japan	1,676,725	1,150,970	1,181,653
Other Countries	155,005	86,283	79,448
Total.....	\$13,219,637	\$10,125,918	\$9,874,529

TOYS

	1908	1909
France.....	\$ 5,762	\$ 15,201
Germany.....	180,885	465,842
Other Europe...	11,687	82,452
Other Countries	14,713	13,085
Total.....	\$212,547	\$526,850

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1907	1908	1909
France.....	\$ 179,401	\$ 112,611	\$ 138,565
Germany.....	6,817,562	4,454,507	5,294,010
Other Europe ..	334,313	227,747	265,926
Other Countries	208,325	128,417	128,565
Total	\$7,539,601	\$4,923,282	\$5,827,066

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1908	1909	1907	1908	1909
\$187,818	\$277,215	\$3,535,210	\$2,357,163	\$2,913,359

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1908	1909	1907	1908	1909
\$50,664	\$59,828	\$789,832	\$628,990	\$707,099

THERE'S only one way of being sure of having a place that suits you; and that's to make a point of forgetting everything else except your suitability for the place.

Among the Potteries

East and West

Contrary to conditions prevailing **East Liverpool and Vicinity.** during the early part of 1909, buyers, instead of placing only sample orders, have been leaving liberal demands for all goods in which they are interested. Manufacturers are of the opinion that this is only the beginning of what will prove to be one of the record years in the history of the American pottery industry. Many of the orders so far placed call for immediate shipment, and much business has been placed for February and March delivery.

* *

Among the buyers here during the past week were:

W. H. Megahan, with W. H. Keech & Co., Pittsburgh.
 M. B. Page, Peabody, Mass.
 Julius Levy, New York.
 Mr. Scheurer, with Alexander Mfg. Co., Sandusky, O.
 John Hackenberg, Milton, Pa.
 B. O. Chapman and H. A. Merrill, of Ogden, Merrill & Greer, St. Paul.
 H. P. McGregor, Wheeling, W. Va.
 H. A. and E. B. Rhodes, of Rhodes Bros., Tacoma, Wash., accompanied by Charles McGee.
 J. W. Sturheon, of Ramsey & Son., Baltimore.
 Will Westerman, of the Westerman China and Glass Co., St. Louis.
 C. H. Becker, of Becker-Hazelton Co., Dubuque, Iowa.
 Will Casey, with McDonald Bros., Minneapolis.
 John C. State and E. R. Alderson, representing Robert Johns and Great Northern Mfg. Co. Chicago.
 Henry Meyer, with Sperry & Hutchinson Trading Stamp Co., New York.

* *

Starting last Monday, the plant of the Globe Pottery Co. was placed on an eight glost kiln per pay schedule. The increase in business is mainly due to the efforts of Clarence H. Bauman, who was placed in charge of the sales department less than a year ago.

* *

William H. Phillips, of the Smith-Phillips China Co., is arranging his business affairs so that, accompanied by his wife, he can leave for a trip through Spain and other foreign countries within a few weeks. Their stay abroad will be indefinite.

* *

Exclusive decorations and shapes will be featured on a large scale by the Potters' Co-Operative Co. during the coming season. T. A. McNicol, in charge of the sales department, will be ready within a short

while to show wares of a character never before attempted in this district.

* *

Harry A. Keffer, of the Warner-Keffer China Co., has gone on a Western trip with a complete line from this pottery.

* *

During his recent visit to this district, D. D. Ottstott, merchandise man for Butler Bros., Chicago, was accompanied by Joseph V. Stixneil, George M. Olson and Charles Scales, who were gathering information of a technical character that would aid them in their work at the home office.

* *

It has been necessary for the Homer Laughlin China Co. to place additional dishmakers at work in the Newell plant, which is now working about full in every department.

* *

At the annual meeting of the North American Mfg. Co., Newell Water and Power Co., Newell Street Railway Co., and Newell Construction Co., the following board of directors was elected: W. Edward Wells, Charles I., Louis I. and Marcus Aaron, and George W. Clark, of the Homer Laughlin China Co.; Edwin M. Knowles, of the Edwin M. Knowles China Co.; H. N. Harker, of the Harker Pottery Co., and Joseph G. Lee. Officers elected are: president, Marcus Aaron; vice-president, Edwin M. Knowles; secretary and general manager, Frederick B. Lawrence; treasurer, W. Edward Wells.

* *

Thomas Darrah, formerly of the Standard Pottery Co., has been placed in charge of the sales department of the Salem (O.) China Co.

* *

W. W. Harker, of the Harker Pottery Co., and Noah A. Frederick, of the Globe Pottery Co., have been elected president and vice-president respectively of the Potters' National Bank of this city.

* *

Those who have been in the local market and did nothing but "take numbers" had a hard row to hoe this season. It has been orders that the manufacturers and salesmen have been looking for, and the "number hunters" came out of the little end of the horn. Several were told openly that the trade was "wise," and when the word was passed around sales-

men got busy with something else. The buyer who was after business from the start fared well.

* *

Notwithstanding the fact that many of the pottery manufacturers have some excellent treatments on toilets, the demand remains slow. The call for toilet ware seems to be growing less every year, although, of course, the manufacturers always have orders for a certain amount during the season.

* *

Underglaze hotel dinner ware, either in one or two colors, is expected to be produced in this district ere long. The proposition is now being worked out by one of our manufacturers.



The New Jersey China Co., successor to **Trenton.** the Willets Mfg. Co., is one of the busiest plants in the city. A steady, healthy growth of business has been evident since the new concern began operations last November, and enough orders are on hand at present to keep them working at full capacity for many months.

* *

A fire at the Greenwood Pottery Company did damage to the extent of \$600 last Saturday night. The blaze was confined to the baled straw sheds.

* *

Edward C. Stover, assistant general manager of the Trenton Potteries Co., read a paper on "Sanitary Earthenware" before the convention of the American Society of Plumbing Inspectors and Sanitary Engineers, which was held in this city last week. The paper was illustrated by stereopticon views taken in local factories. Mr. Stover explained each step in the making of sanitary earthenware from the clay state to the finished product. John A. Campbell, president of the Trenton Potteries Co., William B. Maddock, of Thomas Maddock's Sons Co., and Charles Weelans, of the Monument Pottery, also read papers treating on sanitary ware. The delegates to the convention were shown all through the local potteries on Thursday afternoon.

* *

A number of improvements, including the installation of a new engine, have been completed at the North Clinton avenue plant of the Greenwood China Co. Operations were resumed there last Monday after a shut-down of nearly two months.



At the recent banquet of the East-
Zanesville, O. ern Stoneware Co.—the sales combination which proposes to dispose of \$2,000,000 worth of ware annually—the following stockholders and officials were present and talked over the plan of campaign: General Manager Frank M. Ransbottom, of Roseville; J. J. Hill, G. E. McKeever, W. W. Winter, Zane Burley, John G. Burley, Newton Burley, A. E. Hull, W. H. Brown, E. L. Taylor, A. L. McCune, John Talkenburgh, J. L. Ben-

net, all of Crooksville; Charles Adcock and Hugh Barnhill, of Logan; C. W. Stine and F. Roberts of White Cottage; J. J. Evans of Detroit; F. G. Weaver of this city; Edward Boring of Chicago.



The A. E. Hull Pottery Co. are **Crooksville, O.** remodeling the six kilns at their No. 2 plant to increase capacity. A new line of bird and grape designs in stoneware specialties is being produced by this concern.

* *

The Globe Stoneware Co. have just placed on the market an entirely new line of stoneware specialties modeled after the willow basket pattern and finished in a very effective blue tint.



The combination jardiniere and flower pot produced by the J. W. McCoy Pottery Co., first introduced last fall, has proved a winner in every sense of the word. Buyers at the Pittsburgh show are sending in good orders for it.

* *

Additional salesmen are being placed on the road by the Zanesville Art Pottery.

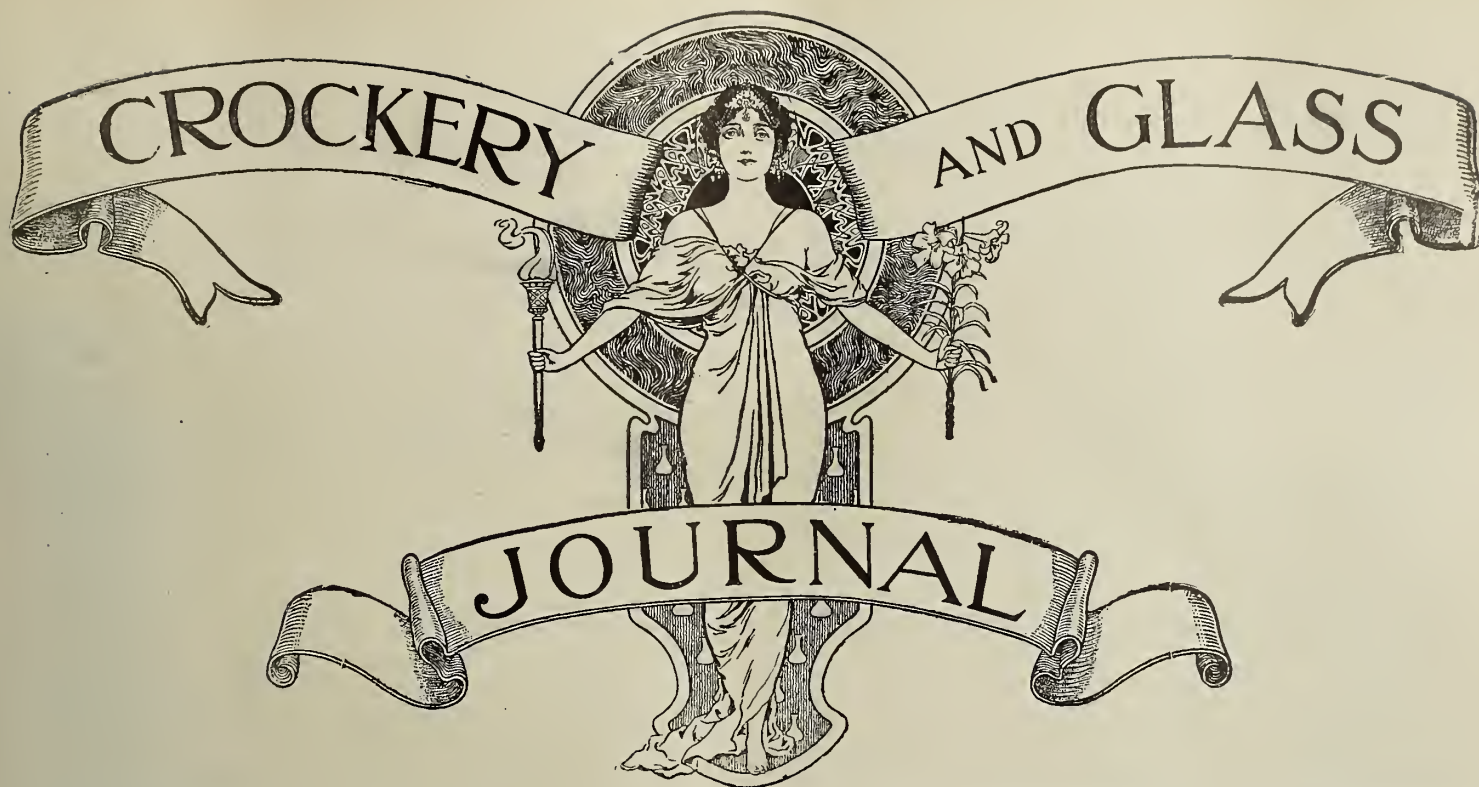
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Jan. 8, '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 8, '10	Correspond ing period 1909
Boston ..	156	175	....	...
New York ..	213	102	....	...
Baltimore ..	527	372	....	....
Philadelphia ..	164	208	....	....
New Orleans.....	25	41	....	....
Newport News ..	55	..	....	....
San Francisco ..	....	....	....	....
Portland (Me.) ..	134	125	....	....
Galveston ...	1	6	....	....
Portland (Or.)..	....	....	....	....
Inland Points	12	72	....	...
Total	1287	1101	....	...

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 8, '10	Correspond- ing period 1909	Exports Jan 1 to Jan. 8, '10	Correspond ing period 1909
New York	213	41	213	41
Boston	156	144	156	144
Philadelphia.	164	63	164	63
Baltimore.....	527	134	527	134
San Francisco ...	....	....	....	....
New Orleans. ..	25	34	25	34
Portland (Me.) ..	108	27	108	27
Galveston ..	1	6	1	6
Newport News ..	55	....	55	....
Portland (Or.) ..	....	....	....	...
Inland Points	12	72	12	72
Total	1261	521	1261	521



NEW YORK, FEB. 3, 1910.

THE CONDITION OF BUSINESS.



The import season is on. Buyers are coming in goodly numbers, and everybody is cheerful. Purchasing goes on briskly, but it is too early to prognosticate the increase in volume over last year; although it is evident that orders will far exceed those of any season since 1907. While the number of arrivals is greater than last year for the same week, there have not as many put in an appearance as was expected. One reason may be that the wholesalers' convention has been postponed till a week later than usual. The week beginning February 7 is expected to be the biggest of the season.

Reports from buyers as to conditions in their respective localities are but confirmations of what has already been said: business has been good everywhere, is good now, and has every prospect of growing even better. Those from the agricultural districts say that the winter has been favorable for crops, while reports from industrial centers are that all the mines are working, and mills and factories have plenty of business.

While retail trade is normal in this city, the department store buyers seem to be holding back. Regular dealers, however, are placing orders. If the former could only be persuaded to take a little advice there would perhaps be less complaint of unprofitable crockery departments in dry goods stores.

Local manufacturers without exception report a large number of orders on hand, and a demand for the better class of ware is particularly noticeable. Collections are being made with less effort than the manufacturers have experienced in several years.



The potters are booking an excellent volume of business. Every plant in this district is in operation—the majority of them on full time. Those making scheme goods are crowded. Dinner ware is selling well, and there is a better demand for toilet. Specialties are very popular—more so than a year ago. Collections show an improvement.



January ended with manufacturers booking in many instances fifty percent more business than during the same month of 1909, and as a consequence there is cheerfulness throughout the glass district. Collections, too, are very good. The salesmen will have started on their routes by Monday, and are expected to send in some good orders. Jobbers already have their men on the road, and the manufacturers are feeling the effect, for orders are increasing steadily.

All the glass factories hereabouts Rochester, Pa. are working about to capacity, with possibly one exception. The demand for cut glass is better now than last year. Tumblers, both pressed and blown, are selling well, and quick deliveries are sought.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Robt C Argus and Miss Mann, with Marshall Field & Co, g, Chicago. 104 Worth.
Mr Melick, with Symons Dry Goods Co, c, Butte, Mon. 529 Broadway.
G E Wiseman, of Welsh & Wiseman, c, Danville, Ky. Seville.
T C Loveless, with London (Ont.) Crockery Co, c, Albert.
W B Montgomery, of Kinnier, Montgomery & Co, c, Lynchburg, Va. Breslin.
J S Kahn, of A Kahn, c, Shreveport. Cadillac.
W Westerman, Westerman China and Glass Co, St. Louis.
R F Prael, of Prael, Hegele & Co, c, Portland, Ore. Martinique.
S L Soelberg, with Sioux City (Ia.) Crockery Co, c, Herald Square.
Chas D Pearson, of Chas D Pearson & Co, c, Indianapolis. Imperial.
C H Becker, of Becker, Hazelton Co, c, Dubuque. Belmont.
John Carson, of J Carson & Bros, c, c, Denver. Normandie.
O E Sauter, with Kennedy, McLeod & McArthur, St Paul. Grand.
C A Woodward, of Woodward Page Furniture Co, c, Minneapolis. Astor House.
Silas Ichenhauser, Evansville. Lafayette Baths.
H W Anderson, of Anderson Bros. Co, hf, Portsmouth, O. Seville.
Miss K E Heary, with Sisson Bros. Weldon Co, c, Binghampton, N Y. Imperial.
H Harroun, of H Harroun & Co, c, g, Mansfield, O. St Denis.
H J Mayers, with "The Emporium," s, San Francisco. 108 Worth.
Geo H Wheelock, of C E Wheelock & Co, Peoria and South Bend, Ill. Holland House.
Alex Chandlee, of H P Chandlee Sons & Co, c, Baltimore.
J L Bayless, of Bayless Bros, c, Louisville.
Miss Tainter, W A French, c, St Paul.
Mr Goodwyn, Memphis (Tenn) Q'sware Co. Hotel Astor.
W C Wheat, of Meakins, Packard & Wheat, c, Springfield, Mass. Hoffman.
F J Heinecke, with W T Ducker Co, c, Quincy, Ill. Navarre.
A Westmore, with Sioux City (Ia.) Crockery Co. Herald Square.
J W Saville, with Zion Co-operative Merc Inst, Salt Lake City. 75 Spring.

A P Spangler, with Bush & Buhl, hf, Easton, Pa. New Grand.
Geo B Monnig, of Monnig D G Co, c, Fort Worth, Tex. Albert.
R H Stearns, Jr, and Geo Wood, with R H Stearns & Co, Boston.
A L Burbank, of Burbank, Douglass & Co, c, Portland, Me.
Maurice Block, with Anglo-American Crockery and Glassware Co, San Francisco. Johnson Bros, 46 West Broadway.
Mr Smith, with Flint & Co, c, Providence.
G S Murphy, of Murphy Dry Goods Co, Sherman, Tex.
A Kloster, with Morrison, Plummer & Co, Chicago.
Mr Snarr, with Spokane (Wash) Dry Goods Co, c, g.
M Martin, with J M & W Westwater Co, Columbus.
Robt Glenn, with Wanamaker, c, Philadelphia. Broadway and 10th.
A Hellenthal, with Nordhoff & Co, hf, c, Seattle. 2 Walker.
J Armstrong, with Hochschild, Kohn & Co, s, Baltimore. 31 Union Square.
Joslin Dry Goods Co, c, Denver. 214 Church.

OBITUARY.

JOHN H. HOBBS, the veteran glass man, who died of pneumonia at his home in Boston recently, was born in Cambridge, Mass., in 1827. He learned the glass business in that town, and in 1845, with his father, established a factory at Wheeling under the name of Barnes, Hobbs & Co. This was later changed to Hobbs, Brockunier & Co. When the United States Glass Co. was formed the business was absorbed by that concern and Mr. Hobbs moved to Boston. He was a splendid specimen of manhood, standing six feet four inches, and his soul was as big as his body. He leaves a wife and two children, to whom his estate, valued at about \$160,000 is devised in equal parts.

Julius H. Kappes, for twenty years with B. F. Drakenfeld & Co., New York, died at his home in Brooklyn, Jan. 29, of pneumonia, aged thirty-four. He was a member of the Salesmen's Association. A widow and one child survive.

W. S. Chambers, aged seventy-three, a retired pioneer glass manufacturer, of Manor, Pa., was found dead in bed at the Hotel Wolfe, Pittsburgh Jan. 27, from heart disease.

When Henry P. Newcomb, buyer for the Joslin Dry Goods Co., Denver, Col., died of pneumonia, January 19th, there passed away a man of the best type of buyer in the china and glass lines. In him there was that rare combination—artistic temperament and a keen commercial sense. When, ten years ago, he took hold of the department he found it one of the common, everyday kind. Gradually he began

to improve the standard of its goods until to-day it holds its own with any of the West.

Such was the esteem in which he was held that at the time his body was being laid away in its last resting place the wheels of the great store were also brought to rest. For an hour the doors of the establishment were closed.

Walter Munson Roach, aged 21, a well-known pottery operative, died at his home in Zanesville, O., Jan. 24, after a long illness of tuberculosis.

AT PITTSBURGH.

IN the china and glass departments of the larger stores hereabouts trade conditions are pronounced excellent. T. A. Neely, with Boggs & Buhl, expresses great satisfaction over prospects for the spring season, and other buyers talk in the same strain.

At an early date the Pittsburgh sample rooms of the Consolidated Lamp and Glass Co., in the Bissell Block, which are in charge of J. R. Tanner, will be remodeled and the new lines of this factory displayed.

Lines from Blakeman & Henderson, New York, were shown at the Colonial-Annex by J. J. Hines. The exhibit was a most interesting one.

The latest creations in French china were displayed Monday by Charles T. Woolley, representing the Mitchell, Woodbury Co., Boston.

W. C. Rankin, formerly of the firm of Rankin & Crock, and for many years a well-known pottery and glass salesman in the Pittsburgh and Western

Pennsylvania territory, has become associated with the Pittsburgh office of Kinney & Levan. He started out over a new territory during the past week.

Eastern import salesmen have started to book reservations at the Colonial-Annex and Hotel Anderson for spring exhibits in Pittsburgh. The Kinney & Levan exhibit will be in the Century Building, Seventh and Penn avenue, in charge of W. W. Lang.

B. C. Miller, representing the Wm. Koch Importing Co., Baltimore, was at the Colonial-Annex with a line of Easter goods and novelties.

T. T. Fryer, showing a line of Japanese goods of the Tajimi Co., New York, was at the Colonial-Annex.

PROGRAMME OF THE AMERICAN CERAMIC SOCIETY.

THE twelfth annual meeting of the American Ceramic Society will convene in the banquet room of the Seventh Avenue Hotel, Pittsburgh February 7 at 10 a. m. The following papers will be read:

"A Plea for Bone China"—Charles F. Binns, Alfred, N. Y.

"Some Glost Losses in the Potting Industry and their Correction"—A. E. Mayer, of the Mayer Bros. Pottery Co., Beaver Falls, Pa.

"The Requirements of Pottery Materials"—H. E. Ashley, United States Geological Survey, Pittsburgh.

"The Distinctions in the Grading of White Wares in Commerce"—Charles Weelans, Trenton, N. J.

"Molds"—Herford Hope, Beaver Falls, Pa.

"Tests of Sagger Mixes"—H. E. Ashley.

"Ceramic Art"—R. Guy Cowan, of pottery department Cleveland (O.) Technical High School.

"Manufacture of Dust Pressed Wares"—George Simcoe, Trenton, N. J.



QUINTUPLE ASPECT OF FRANK S. WILLIAMS, OF THE JONES, M'DUFFEE & STRATTON CO.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 3, 1910.

THE annual meeting of the wholesalers in crockery and glass will be held at the Holland House Feb. 10. At a special gathering in Chicago October last a proposition was made to have the yearly meeting in the fall instead of the spring; but the matter was not decided. From present appearances there will be two meetings each year, for much good can arise from a meeting in the fall, and it seems impossible to eliminate the spring session.

MAXIMUM AND MINIMUM.

THE telegraph wires and cables are kept hot with reports anent the maximum and minimum clause in the tariff act. One day France and Germany are reported ready to concede everything, and the next day the contrary. The latest news is to the effect that concessions will be made on both sides, and that the maximum rate will not be forced upon either of these two nations.

WAR ON LOW PRICES.

THE high prices of provisions and other commodities, about which there is such a general hubbub, have one notable exception—viz., crockery and glassware. The prices of these are lower than ever in the history of the trade, notwithstanding the fact that better and more attractive goods are on the market

this year than at any previous time. There is absolutely no necessity for this. Manufacturers and importers alike only need backbone to ask a price. They will surely get it. Dealers are quite willing to pay good prices for the right kind of goods, provided they have the assurance that they are paying no more than their neighbors.

A big trade is in sight—enough to go around, and some to spare. If the "cutters" choose to do business for practically nothing, let them fill up their order books. Drop all such lines, and get a profit on the rest.

PERSONAL.

LAST Monday morning John J. Curry, buyer for Houghton & Dutton, started for a three months' trip to Japan. Among those who bade him adieu and wished him Godspeed were Miss Berry, his assistant, Pat Hawley, Geo. Granville, Mert. Wallace, Paul Phillips, Harry Ross, E. E. Wilgus, and Harry Mirrieles. Mr. Curry seemed very happy at this showing of regard by his business friends.

Jas. H. Colgrove is making a trip through the Middle West with new samples of the Ceramic Importing Co.

N. Burton, president of the Ionia Mfg. Co., Trenton, N. J. who has been confined to his bed for some time, is in a precarious condition.

J. D. Dithridge, New York agent for Bryce Bros., has engaged Jas. M. Hart to cover part of the local trade.

O. A. Gerst is showing a duplicate of the New York import line of A. A. Vantine & Co. at their Chicago headquarters, 167-9 Ws bash avenue.

W. F. Upham, the New York cut glass man, is holding forth all this week at the Boston sample rooms.

Louis W. Greeman, on the selling staff of Morimura Bros., manages to keep continually on the "go," and digs up some fine orders.

Arthur F. Pohlmann, with the Daniels & Fisher Stores Co., Denver, arrived in town on Monday. Like the rest, he can see nothing but good times ahead.

G. R. Crocker, of Syracuse, accompanied by Miss M. L. West, his assistant buyer, is in New York this

week, buying on import. Miss West pays us the compliment of saying that she cannot do without the CROCKERY AND GLASS JOURNAL.



Arthur Poole, art decorator of the Cook Pottery Co., was in New York Tuesday buying colors.



H. Mooney, buyer for the F. O. Lutz Dry Goods Co., Guthrie, Okla., is here on a purchasing trip. He is registered at the Woodstock.



Charles Kaiser, road salesman for Morimura Bros., is in Philadelphia showing the line of this house. It requires six rooms at the Bingham to accommodate this season's display.



Eugene Sainson, with Endemann & Churchill, leaves on Saturday for a trip through the South and Middle West.



H. Cronmeyer is on his way to the Pacific Coast in the interest of Bawo & Dotter, whose lines he will show at 718 Mission street, San Francisco. He will be gone until mid-summer.



Abe Lyons, of Lyons & Marks, Toronto, and his partner were in town last week looking over the trade. They were much pleased with the various lines on view, and are optimistic about business conditions in their city.



Messrs. Linton and St. Clair, of St. Johns, N. B., were trade visitors this week.



John Westwater, of Columbus, O., who recently arrived in New York, received a telegram early this week that his mother was in a critical condition, and left for home immediately,



M. K. Lindner, New York representative of the Dohrmann Co., San Francisco, accompanied by Frederick Siem, has started for the East. They will stop in Chicago on their way to New York, which they expect to reach about February 10. Mr. Lindner went West last August.



H. D. Wintringer, of the Steubenville Pottery, spent a day or two with Edward B. Dickinson, their New York representative, this week. He brought with him some beautiful samples of dinnerware.



Arnold Krog, art director of the factories of the Royal Copenhagen Porcelain Co., who is regarded as one of the greatest living authorities on reformed decoration of underglazed porcelain, recently cele-

brated the twenty-fifth year of his connection with the concern. He received numerous congratulatory telegrams and letters from this country as well as various points in Europe.



Arthur Gibson, of Burslem, England, is back in New York again after a week at Winnipeg, Canada.



Maynard A. Cheney, formerly president of the Burley & Tyrrell Co., is just out of Flower Hospital, where he has undergone a successful operation for appendicitis.



Frank Ackerman, with the Mitchell, Woodbury Co., will cover New York City, beginning Feb. 7, for Jas. P. Gordon, who carries the lines of the Jones, McDuffee & Stratton Co. here. Mr. Gordon will continue to cover his regular Eastern territory.



Silas Ichenhauser came in from Evansville, Ind., this week. He is still the same jolly good fellow. If he were not so young-looking mention might be made of the number of years he has visited New York as a buyer. Some people might question it.



Maurice Block, of the Anglo-American Crockery Co., San Francisco, arrived in New York on Monday and is registered at the Astor. His wife will join him in about two weeks, and a little later they will sail for England. He says business on the Coast is in fine shape.



Harry P. Muirheid, with Maddock & Miller, has just returned from a two weeks' trip.



E. Grant Garnsey, with Marshall Field & Co., Chicago, left last Saturday for Europe on the Oceanic.



Geo. H. Bowman and Wm. M. Oddie arrived in New York on Friday, and will be here for some time.



Otto Koscherak is on a six weeks' trip through Cuba, Mexico and the Southern States.



W. A. Crocker, of Stewart & Crocker, started on a short trip Feb. 1. J. M. Stewart, of the same firm, who has been making the Middle West towns for the past three weeks, is expected back within a few days.



Geo. H. Woodworth, New York agent for S. A. Weller, is again on deck after an attack of tonsillitis.



Chas. Kraft returned to New York Saturday after a three weeks' round among the New Eng-

landers with the Pittsburgh Lamp, Brass and Glass Co.'s line.

Alfred Johnson, of the Alfred Meakin Tile Works, England, is a guest of H. C. Edmiston, the firm's representative here.

N. A. Ferrie, buyer for A. T. Lewis & Son Dry Goods Co., Denver, sailed for Europe on the Oceanic last Saturday.

I. Silverberg, who has been covering the metropolitan district for the Mitchell, Woodbury Co., Boston, for the past five years, has succeeded Frank Ackerman as the company's New York representative.

Geo. M. Lukens, New York manager for the Macbeth-Evans Glass Co., is out on a business building expedition to Cuba and Mexico. He expects to reach New York again March 1.

Frank H. Kamak, formerly with Ehrich Bros., this city, has been appointed buyer for J. J. Diskin & Co., Paterson, N. J., succeeding Jos. Kascher.

EXPLOITING GLASS.

IF the making of high grade glass is an art, the giving of the right kind of publicity to one's wares can also be considered in the same light. B. W. Jacobs without question knows how to exploit the merits of "Krys-Tol." He has just issued a beautifully-illustrated pamphlet from which we reprint the following, with the idea that it may serve as a guide to other manufacturers in the advertising of their wares:

"It may be stated as a truism that 'flubdubery' isn't art—most often it isn't even good taste. This is particularly true of glassware designed for table use.

"The tendency is more toward fitness and less toward 'fantastics'; simplicity is desired and preferred, rather than ornateness. A more sober sense of things reveals the beauty of the simple line, and the result is a harking back to the time of our forbears, a revival of the Colonial in arts and crafts, with its classic designs worked by an unstudied simplicity and unaffected sturdiness.

"But, unless the Lady of the Household chooses to be wildly extravagant, she cannot indulge in 'antiques'—it would require a small fortune to furnish a table with the rare gems of 'ye oldentime.'

"So it has happened that the purchasing member of the family has had little choice heretofore in the matter of indulging her taste for really fine glassware; she has been required either to pay a fancy price for plain things, or a plain price for fancy things.

"Of two evils you may now choose—neither. A new solution of the problem is offered in the way of a new glassware: Chippendale 'Krys-Tol' This is the one Colonial glassware that is 'distinctively differ-

ent' from all others. This is the new idea, the advanced thought, the ultimate achievement in fine crystal ware for table use. It has many features which separate it from others, advantages which are peculiarly its own.

And then he goes on to quote Fra Elbertus in a plea for simplicity in the home—turning it, of course, into a plea for the simple beauty of his own productions. It's a clever little brochure, right in line with present-day methods of merchandising.

GOING TO PITTSBURGH?

RUMORS are floating around New York and Pittsburgh to the effect that Marshall Field & Co., of Chicago, have bought a valuable tract of land at Fifth avenue and Grant street, Pittsburgh, for the purpose of erecting a twenty-six story department store at a cost of \$6,000,000. It is said that the price paid for the land, which covers an area 240 feet square, was \$3,250,000. Originally there was a cathedral upon it, but it was torn down ten years ago, and the plot fenced in.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Jan. 15 '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 15, '10	Correspond ing period 1909
Boston	80	212	236	387
New York	142	71	355	173
Baltimore	78	455	605	827
Philadelphia	143	....	307	208
New Orleans . . . . .	....	....	25	41
Newport News . . . . .	.. .	.. .	55	....
San Francisco . . . . .	....	....	....	....
Portland (Me.)	67	213	201	338
Galveston . . . . .	....	4	1	10
Portland (Or.) . . . . .	....	....	....	....
Inland Points	14	23	26	95
Total	524	978	1811	2079

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Jan. 15, '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 15, '10	Correspond ing period 1909
New York	128	65	341	106
Boston	55	203	211	347
Philadelphia	106	....	270	63
Baltimore	78	562	605	696
San Francisco . . . . .	....	....	....	....
New Orleans . . . . .	....	....	25	34
Portland (Me.)	11	195	119	222
Galveston . . . . .	....	4	1	10
Newport News . . . . .	....	....	55	....
Portland (Or.) . . . . .	....	....	....	....
Inland Points	14	23	26	95
Total..	392	1052	1653	1573

The New York Crocery and Glass District.

The "import room" of Cox & Lafferty was formally thrown open to buyers this week after several weeks spent in remodeling and arranging the new lines. The leaders from sixteen foreign factories have been brought together in this one room, and embrace the finest German china and Bohemian glass in the widest assortment of decorations that any buyer could desire. Teas, coffees, salad, ice cream and berry sets are graduated from cheap to elaborate hand-painted decorations. Mr. Lafferty, who is giving the "import room" his personal attention, states that buyers have been astonished at the prices quoted. The same strength in values is apparent in the wine, lemonade and punch sets, vases, etc.

Business is very good with Morimura Bros. Some exceedingly likeable Japanese steins, having the decoration in relief, together with ash trays, flower-holders, teapots, etc., on the same order, are to be found here. Gold-decorated vases in unusual designs and artistic shapes are also to be seen.

Bassett's letter-writer takes the high cost of living as the theme for his epistle this week, and incidentally calls attention to the "Windsor" pattern. This is a plain shape decorated in a new color which has the appearance of gold from a distance. Buyers will find this an interesting proposition.

Bawo & Dotter's Elite line of French china, which has such a strong hold on the trade, will appeal more strongly than ever this season. Some unique decorations in dinnerware and fancy goods are shown. There is a decided departure in the matter of designs in some instances, although, of course, the conventionals are not neglected. Every bit of ware will command attention this year.

Great improvement is evident in the line of imported iridescent glassware shown by Koscherak Bros. this year. A complete line is on view embrac-

ing stemware, decanters, finger bowls, etc. The "Lady Curzon" shape appears to have the call. It comprises decorated, iridescent and plain, stock or import.

Wm. H. Dealing has secured the Dugan line of colored glass, which he will show in connection with the Cambridge glass array at 25 West Broadway. He has lately completely renovated his wareroom and has had mirrors and electric fixtures installed, making it one of the handsomest in the District.

The arrangement of the goods in Louis Wolf & Co.'s salesrooms indicates that considerable thought has been expended to facilitate the work of buyers. The large import line is now ready, and is shown to good advantage. The salesmen are equipped with complete information regarding the goods and afford material aid to buyers in making selections.

Robt. Slimmon & Co. are showing a new shape from Wilkinson's called the "Argosy"—a sister to the "Silver" shape, but more stylish. It is decorated with the Litchfield pattern in flow blue, flow peacock, flow Canton, as well as in rich filled-in patterns, with and without gold. Among other useful pieces from Wilkinson's is a watercress dish, footed, with a drainer. Another desirable is a bacon dish with a well and a shallow cover. These two pieces are much in vogue in England, and Americans have but to see them to appreciate their advantages.

Geo. Borgfeldt & Co. exhibit some exquisite reproductions of old Limoges in their French china department. To show how closely these resemble the original they display under a glass shade a nursery teapot made in 1783. Underneath is a panel inscribed: "Bits of old Limoges reproduced at the Coronet Studios." During the import season the house will, as usual, act as host for all visiting buyers. Martin's at Fifth avenue and Twenty-sixth street has been selected as the place; and a more attractive restaur-

ant could not have been chosen. Its cuisine is noted, its wines are famous, and its Bohemian character draws a throng. On Lincoln's and Washington's birthday anniversaries an especial menu will be provided, and solid silver souvenirs will be given to each guest. For these occasions they have leased the gallery for their exclusive use, and will have the entire third floor in addition as well as a good part of the rest of the establishment for the overflow.

C. H. Taylor is displaying a full line of the Jewel Cut Glass Co.'s goods in the old quarters of the Libbey Glass Co., 57 Park Place, having purchased the latter's fixtures.

Schlegelmilch china is to the fore at Strobel & Wilken's. Particularly noticeable are the poppy and wild apple blossom border designs. Roses, tulips, jasmines, lilies, etc., are also splendidly treated. Everything here is ready for the buyer.

The Liberty Cut Glass Works will shortly open a New York office with W. R. Wearn in charge. The company recently purchased the factory of S. R. Henderson, Inc., Egg Harbor City, N. J., and the equipment of the Imperial Cut Glass Co.'s plant at Wayne Junction, N. J. S. R. Henderson, has been elected a director and selling agent to fill the vacancy caused by the recent death of Geo. T. Jackson.

An order has just been received by A. Gredelue for a complete set of table glassware to be made with the Cuban shield, which is to be presented to the President of Cuba at a banquet on May 20th, this year. He is showing some very attractive goods having Venetian enamel, gold and imitation pearl decorations. On account of increased business two new factories have recently been opened in France. One, in Ramberville, is devoted to perfume bottles, etc., while the other, in Bertrichamps, will make glass reflectors, globes, etc., for gas and electric fixtures.

The Geo. H. Bowman Co. are in their new home, 24-26 Murray street, corner of Church. A marvelous transformation has been accomplished in the remodeling of this store—new front, new floor, tungsten lights, and the whole place done in white enamel. The main floor and galleries are devoted to the exhibition of china, glassware and specialties in brass and housefurnishings. The entire basement is given over to dolls. They call especial attention to a new and controlled line of French china fancy goods and dinner ware with some decorations that are unique. Over in the old place at 39 Murray street they have a complete line of toys and novelties. They extend

invitations to all dealers in the country to come and view their new establishment, which is one of the finest in the District. As they say in their advertisement, "the latchstring is out." A new line of sanitary cutlery for kitchen use includes German and French carving knives, a special feature of which is that the handles are of aluminum cast on the shank, so that there is no possibility of it coming off or dirt getting under.

A strong line of gas and electric portables was unpacked last week at the Goodwin & Kintz Co.'s showroom. This display also includes spun brass lamps in "Naxos" green and old brass, and premium goods embracing vases, fruits, candelabra, clocks, etc.

Alfred G. Moment, New York agent for M. Redon, has his new lines in order. Prominent among the new decorations is a border of red roses intermingled with green leaves that is exceedingly attractive. Another effective design is in green and gold, and, of course, there is a large variety of white and gold. The samples comprise everything in tableware, including bouillons and cups and saucers, from single prints to elaborate and costly decorations.

Frankel & Wells removed this week to new quarters in the same building, 76 Park Place.

Kennard L. Wedgwood has made a hit with the rail plates representing playing cards. They are admirably adapted for bridge whist parties. The work on these plates is splendidly done and the colors are excellent. They are on earthenware and can be sold at a moderate price. The entire series is copyrighted. An illustration of one of them may be seen in Mr. Wedgwood's ad. on another page.

Endemann & Churchill have opened the new samples from L. Bernardaud & Co., and they show most radical changes in decoration. To say the line is better than ever does not begin to express it. The main features are small ornaments in strong colors and the use of Persian effects and combinations of color quite unusual on French china. Of course, they are strong on white and gold, and have enlarged their line of hexagons. The new goods are sure to meet with approbation.

Original ideas in dinnerware are being shown by Meakin & Ridgway, and are meeting with great success. The patterns are clever and striking. In specialties, Royal Salon Ware easily ranks with the leaders. The decorations include landscapes and marine scenes. Their Vista ware is selling as well

as ever, and they have the finest display of Minton china they have ever made. In glassware they are showing rock crystal from Thos. Webb & Corbett, including vases, stemware, etc.

Hugo H. Freudenfels, dealer in white china, West 20th street, has established a decorating plant and will ornament dinner sets to order. This will be of great advantage to the trade desiring specialties in decoration.

John Morgan & Sons have just received from their factory some cleverly-designed domes in their "modern stained glass." The efforts of this company have always been turned towards producing high grade fixtures at attractive prices, and a visit to their showrooms will demonstrate beyond doubt that they have been successful.

Kinran, "the jewel of porcelains" as it is styled by A. A. Vantine & Co., is shown in a multitude of artistic shapes, and is attracting considerable attention. The effect of the decoration is that of beautiful embroidery, and it is hard to realize from its soft, silky appearance that it is, after all, porcelain. The white bone china body ware is another success.

"Bully!" was the reply at Plume & Atwood's in answer to a query as to how they found business. "All we can handle—particularly on our Eagle burner. We are receiving testimonials from all over the country as to its merits, and are almost invariably asked how we can sell it at such a low price."

Edw. A. Unger, representing the East Liverpool Potteries Co., has taken larger quarters at his old address, 76 Park Place.

J. H. Venon open this week many samples from his Swedish glass factories, and as regards quality and prices they will astonish buyers. The metal is very white full crystal, and the patterns are thoroughly up to date. Mr. Venon has also recently added a new line of Dresden china which he controls. The patterns are of his own designing, and are very beautiful.

The New York selling agency for the hammered brass goods of the Russian Antique Importing Co. has been taken by R. Kohn.

John Cross, the pottery and glass agent, has taken over the line of the Carrollton (O.) Pottery Co.,

and replaced the line of the Liberty Cut Glass Co. with that of the McKenna Cut Glass Co. The Trenle China Co.'s goods are also a new acquisition this year.

E. W. Hammond, who sells the entire output of the Eygabroat-Ryon Co. from his New York office, says that the concern recently placed twenty-five additional frames in operation at the Lawrenceville, Pa., plant, bringing the equipment up to eighty-five. With the twenty at the tumbler plant in Corning, N. Y., the company now has a total of 105 frames.

The dinnerware line of Solomon & Doctor has been augmented by new samples in semi-vitreous ware from the Edwin M. Knowles China Co. Twelve different decorations in floral borders and medallions with coin gold bands make up the line. Covered jugs with a suggestion of Old English decoration also form part of the attractive display.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
February 1, 1910

ANTWERP			
168 packages glassware.....	B Gunthel		
25 " "	F Euler & Co		
51 " "	Miscellaneous Orders		
8 " chinaware.....	Bawo & Dotter		
2 " "	Geo H Bowman Co		
5 " "	Miscellaneous Orders		
7 " earthenware	L Straus & Sons		
38 " "	G F Bassett & Co		
3 " "	Geo Borgfeldt & Co		
27 " "	Graham & Zenger		
10 " "	Koscherak Bros		
9 " "	C B Rouss		
18 " "	Strobel & Wilken Co		
73 " toys.....	"		

ROTTERDAM			
4 packages earthenware.....	L D Bloch & Co		
28 " "	Bawo & Dotter		
44 " "	Lazarus Rosenfeld & Lehman		
4 " glassware	Geo Borgfeldt & Co		
20 " "	Miscellaneous Orders		
37 " "	Miscellaneous Orders		

FIUME			
65 packages glassware.....	L Straus & Sons		
31 " "	Koscherak Bros		
50 " "	F W Woolworth & Co		
9 " "	J Palme		
83 " "	Miscellaneous Orders		
4 " toys	L H Mace & Co		

SOUTHAMPTON			
86 packages chinaware.....	Endemann & Churchill		
8 " "	Blakeman & Henderson		
1 " "	L D Bloch & Co		
18 " "	H Creange		
8 " "	Lazarus, Rosenfeld & Lehman		
1 " "	L Straus & Sons		
9 " "	J H Venon		
84 " "	Miscellaneous Orders		

BREMEN

7 packages glassware.....	L Straus & Sons
9 " " ".....	Samstag & Hilder Bros
210 " " ".....	Miscellaneous Orders
100 " earthenware.....	Geo Borgfeldt & Co
17 " " ".....	L D Bloch & Co
35 " " ".....	Knauth, Nachod & Kuhne
14 " " ".....	Bawo & Dotter
37 " " ".....	Strobel & Wilken Co
20 " " ".....	Miscellaneous Orders
1 " toys.....	Geo Borgfeldt & Co
6 " " ".....	Geo H Bowman Co
34 " " ".....	L H Mace & Co
19 " " ".....	F A O Schwartz
73 " " ".....	F W Woolworth
65 " " ".....	Strobel & Wilken Co
48 " " ".....	Miscellaneous Orders

COPENHAGEN

116 packages glassware.....	Fensterer & Ruhe
336 " " ".....	Miscellaneous Orders
29 " chinaware.....	J H Venon
2 " " ".....	Miscellaneous Orders
33 " earthenware.....	C Kaas
64 " toys.....	Geo Borgfeldt & Co

HAMBURG

305 packages glassware.....	Fensterer & Ruhe
37 " " ".....	Kny-Scheerer Co
3 " " ".....	Koscherak Bros
46 " " ".....	F Euler & Co
2 " " ".....	Knauth, Nachod & Kuhne
48 " " ".....	W R Noe & Sons
26 " " ".....	Eimer & Amend
4 " " ".....	Julius Palme
167 " " ".....	O O Friedlander
10 " " ".....	F Bing & Co
18 " " ".....	Lazarus, Rosenfeld & Lehman
28 " " ".....	L Straus & Sons
12 " " ".....	Strobel & Wilken Co
785 " " ".....	Miscellaneous Orders
37 " chinaware.....	Bawo & Dotter
93 " earthenware.....	Geo Borgfeldt & Co
12 " " ".....	Chas Ahrenfeldt & Son
8 " " ".....	L D Bloch & Co
22 " " ".....	Knauth, Nachod & Kuhne
66 " " ".....	Lazarus, Rosenfeld & Lehman
5 " " ".....	B Illfelder & Co
100 " " ".....	L Straus & Sons
5 " " ".....	N Wapler
281 " " ".....	F W Woolworth
40 " " ".....	Bawo & Dotter
1 " " ".....	J Wygand & Co
28 " " ".....	Strobel & Wilken Co
538 " " ".....	Miscellaneous Orders
101 " toys.....	B Illfelder
3 " " ".....	G H Bowman Co
29 " " ".....	Geo Borgfeldt & Co
2 " " ".....	Knauth, Nachod & Kuhne
81 " " ".....	Samstag & Hilder Bros
57 " " ".....	Strobel & Wilken Co
273 " " ".....	Miscellaneous Orders
5 " harmonicas.....	Strobel & Wilken Co

LIVERPOOL

4 packages earthenware.....	The Rowland & Marsellus Co
3 " " ".....	Froeber & Vollrath
11 " " ".....	E Boote
1 " " ".....	G F Bassett & Co
17 " " ".....	Maddock & Miller
7 " " ".....	Bawo & Dotter
10 " " ".....	Meakin & Ridgway
38 " " ".....	Geo Borgfeldt & Co
33 " " ".....	Miscellaneous Orders
12 " toys.....	Strobel & Wilken Co

LONDON

2 packages toys.....	Geo Borgfeldt & Co
13 " " ".....	Strobel & Wilken Co

HAVRE

88 packages chinaware.....	Wm Guerin & Co
81 " " ".....	Theodore Haviland & Co
2 " " ".....	Bawo & Dotter
9 " " ".....	J Pouyat Co
6 " " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

82 packages earthenware.....	Jones, McDuffee & Stratton Co
64 " " ".....	Mitchell, Woodbury Co
10 " " ".....	A W Chesterton
8 " " ".....	E Boote
1 " " ".....	Miscellaneous Orders

ANTWERP

81 packages earthenware.....	Jones, McDuffee & Stratton Co
11 " " ".....	C J Pierce & Co
2 " " ".....	Koscherak Bros
2 " " ".....	Miscellaneous Orders

HAMBURG

30 packages earthenware.....	Jones, McDuffee & Stratton Co
6 " " ".....	R F Downing & Co
27 " " ".....	Pitt & Scott, Ltd
3 " " ".....	Houghton & Dutton
19 " " ".....	W R Noe
45 " " ".....	F W Woolworth
6 " " ".....	Ocean Transit Co
5 " " ".....	Patterson Wyld & Co
1 " " ".....	W N Proctor & Co
32 " " ".....	L Wolf & Co
12 " " ".....	L E Knott Apparatus Co
2 " " ".....	F Behrend & Co
18 " " ".....	American Express Co
2 " " ".....	Geo Borgfeldt & Co
121 " " ".....	Boston & Maine Railroad
59 " " ".....	J B Moors & Co
68 " " ".....	Miscellaneous Orders

TALK ABOUT FIERY ELOQUENCE!

THERE is a certain man engaged in the selling of pottery in the District who has missed his vocation. He ought to be in the pulpit, or writing scathing editorials, or in some position where his startling imagery might find a fitting outlet.

One day last week the JOURNAL scribe called, and finding him exceedingly busy turned to leave just as a young man entered and began a flowery discourse on the merits of a typewriting machine he wished to sell. The busy man at the desk told him rather shortly that there was nothing doing just then. Still, the "salesman" kept up a flow of stereotyped selling arguments in an impersonal, mechanical manner until the merchant could no longer restrain himself and burst out:

"Say, young fellow, you have as much chance of selling me a typewriter as a dog with tallow legs has of catching an asbestos cat racing through Hades. Good morning!"

"SEEK and ye shall find," applies particularly to trouble.

Among the Potteries

East and West

East Liverpool and Vicinity. The attempt to increase the cost of gas to the manufacturing pot-
 ters of this part of the Ohio Valley

by the Manufacturers' Heat and Light Co. of Pittsburgh is meeting with strenuous opposition. For some of the smaller pottery manufacturers to sign the contracts the gas company has presented would mean for them to go out of business. Many have flatly refused, and a number of kilns have been converted to the use of coal.

Among the buyers in the district during the past week were:

Frank Merrill, with G. Sommers & Co., St. Paul.
 C. L. Knapp, of C. L. Knapp & Co., Leavenworth, Kans.
 Maurice Bloch, of Anglo-American Glass and Crockery Co., San Francisco.
 "Jack" Patterson, with George Cooke Crockery Co., St. Joseph, Mo.
 G. W. Lampp, Mt. Carmel, Ill.
 Mr. Meagher, with Pacific Crockery and Tinware Co., Los Angeles.
 L. L. Soleberg, with Sioux City (Ia.) Crockery Co.
 J. Barren, with Cleveland (O.) China and Glassware Co.
 Adolph Gutman, with J. Rosenblat, Baltimore.
 W. W. Parr, Traverse City, Mich.
 Carl Putterman, New York.
 Edw. J. Krause, of Krause China Store, Lebanon, Pa.
 Walter B. Elms, with Broadway Department Store, Los Angeles.
 A. Osbourne, of Osbourne, Boynton & Osbourne, Detroit.
 H. Rosenberg, with M. Sellers & Co., Seattle.
 C. Reed, Baltimore.
 Philadelphia China Co., Philadelphia.

S. B. Wheeler has been associated with the McNicol-Smith Pottery Co., and will represent that pottery in the Middle states. He will go on the road at once.

Jacob Loeb, head of the largest wholesale china and glass business in Mexico, paid his first visit to the East Liverpool district during the past week on his way from Chicago to New York. Mr. Loeb while here was a guest of the Knowles, Taylor & Knowles offices, Thompson Pottery Co., and the Hall China Co. He talked interestingly of business conditions in Mexico and of the increased excellence of

American pottery—although because of the tariff and high freight rates little is shipped to that country.

Manufacturers making a specialty of scheme trade have been flooded with orders during the past month, and all such plants are working to the limit. Buyers of this class of goods are requesting a better grade of ware and a higher class of treatments, and seem to be willing to pay more than heretofore.

Joseph G. Lee, for many years associated with the Knowles, Taylor & Knowles Pottery Co., has left for a tour of the Holy Land, accompanied by Mrs. Lee.

The Potters' Mining and Milling Co., which is owned by a company of local pottery manufacturers, has started to use coal for fuel, owing to the high rate for gas. The Patterson Bros.' pottery, at Wells-ville has also changed to coal.

At the annual meeting of the Rose-ville Art Pottery Co. the following officers were elected: President, George B. Emerson; vice-president, J. F. Weaver; secretary, Charles D. Fraunfelter; treasurer and general manager, George F. Young. The board of directors is composed of these officers and Samuel T. Turpin. The plant is running full time and a number of new creations in art pottery are being shown.

John W. Henney, who covers the South Trenton. for the Maddock Potteay Co., started on a trip for that concern last week which will take him as far as New Orleans.

Walter S. Lenox, president of Lenox, Inc., is receiving the sympathy of his friends on account of the death of his sister, Mrs. Anna M. Lenox-Barber, who died at her home here on Sunday.

Herman C. Mueller, a local manufactnrng pot-ter, has been appointed by Governor Fort as a mem-

ber of the board of managers of the Trenton School of Industrial Arts.

* *

Stephen L. Diehl, formerly of this city, who has been managing a pottery in the West for some time, has resigned that position and returned to Trenton.

* *

Work was started last Monday on the four-story and basement addition to the Monument Pottery. The building is to be 80 x 101 feet and will cost about \$30,000.



The Oliver China Co., is now making
Sebring, O. a specialty of assortments for jobbers and some attractive propositions are being offered. S. E. Bryson has left for Baltimore and Richmond, and from the latter point will jump to Chicago.



Plans for the resumption of
Wheeling, W. Va. operations in the two idle plants of the Riverside Potteries Co. are being worked out by the bondholders' executive committee. These have been idle for upwards of two years. Whether they will be started on sanitary or general ware lines has not been decided.

WRINGS IT DRY.

M. E. ELLIS, who sold glassware for many years, has gone in for hardware specialties. He was at Pittsburgh during the glass exhibit, and waxed enthusiastic over a new mop-wringer and bucket which the Theo. J. Ely Mfg. Co. has put upon the market. It certainly is an excellent article. The



hardwood rollers are placed even with the top of the bucket, allowing plenty of room for the water and mop. The guides are made of malleable iron, and are securely fastened by bolts through flanges to the outer contour of the bucket, giving strength and preventing warping. The buckets are made in ten,

fourteen and twenty-quart sizes. The great point about this wringer is that it really wrings the mop dry. It is called the "Dandy."

OH, YOU BUYER!

WHO has the largest diamond pin?
The buyer.

Who always wears the broadest grin?
The Buyer.

Who's always taken out to dine?
Who always drinks up costly wine?
Who has the finest kind of time?
The Buyer.

Who lies in bed till ten o'clock?
The Buyer.

Who languidly looks o'er the stock?
The Buyer.

Who has the very firm belief
That every jobber is a thief,
And cusses them to get relief?
The Buyer.

Who swelleth out and throws a bluff?
The Buyer.

Who drinketh down the "ruby stuff"?
The Buyer.

Who is the darndest man to please?
Who says, "This line is on the cheese,"
And then purrs, "Send me samples, please"?
The Buyer.

Still, there's a man loved by the "boys"—
A buyer.

Who orders Big without a noise—
Good buyer!

Who greets you with an open fist—
Whose smile will chase away the mist.
He's scarce—but still he *does* exist—
That buyer.

THE INEVITABLE RESULT.

AN illustration of the fallacy of slaughtering prices is furnished by the fate of a five, ten and twenty-five cent store which opened in upper New York last October. Nearly every article was advertised at prices considerably below the usual figure, and a half-dozen special policemen were powerless to stay the throng of would-be purchasers. The success (?) was ephemeral only, however, as the purchases almost ceased when prices were raised to a profit-bearing basis, and the store was in the hands of a receiver before Christmas.

That selling goods below cost is no short cut to success is attested by the bitter experiences of hundreds who have adopted such a plan in the past; yet every year sees a new crop of these would-be captains of merchandising board the price-cutting toboggan with child-like innocence and shoot into the business graveyard.

Anybody can cut prices, but it takes brains to sell goods at a reasonable profit.



Around the Glass and Lamp Factories.

Pittsburgh and vicinity.

The annual glass and pottery exhibit at the local hotels has closed and the last of the salesmen has gone. Not in years has such a successful exhibit been held. The frown of 1909 gave way to the smile in 1910. Every buyer who came into the market bought with more freedom than was at first anticipated. Some "took numbers" and left small orders, only to send in additional business to the salesmen after they had reached their homes. Every one reported that stocks were low, and ordered accordingly. Among those here during the closing week were:

W. F. Grimes, Carnegie, Pa.
 E. B. Adams, Washington, D. C.
 E. Hinrichs, president Omaha (Neb.) Crockery Co.
 Joseph Moses, with United China and Glass Co., New Orleans.
 Messrs. Koch and Cook, with Regnier & Shoup, St. Joseph, Mo.
 Arthur Pohlman, with Daniels & Fisher Stores Co., Denver.
 Mr. Prael, of Prael-Hegele Co., Portland, Ore.
 Edw. J. Krause, Lebanon, Pa.

With one or two exceptions, all the glass manufacturers who had exhibits at the Ft. Pitt during the past season have made reservations for next year.

The Central Glass Co. of Wheeling has placed its new cut and etched stem lines on display in Pittsburgh at the rooms of the Elkins Glass Co. There are about forty pieces in the line, both stemware and tumblers being shown.

Among the specialties of the Jefferson Glass Co. which attracted considerable attention at the show here, and sold well, was a Chippendale napkin ring.

The new Oliver Building, the tallest office structure between New York and Chicago, will contain the offices of the Steubenville Pottery Co., H. Northwood Glass Co., and the Monongah Glass Co. They will be on the eighth floor, in charge of T. R. Crock.

The floral display in the suite at the Ft. Pitt occupied by the Cambridge Glass Co. was one of the

delights of the exhibit. Here and there was a bouquet of flowers that added brightness to the display, and A. J. Bennett, who was in charge, was complimented highly upon his efforts in this direction.

G. S. Bryce, who was in charge of the Bryce Bros. Co. exhibit, opened in Philadelphia this week. Next week he will be at Young's Hotel, Boston.

All the new lines brought out this year by the United States Glass Co. have had a most remarkable run. There is not a slow-selling pattern in the entire eight lines. The high-grade, heavy glassware has gone beyond expectations in the matter of sales, both in crystal and decorated.

"The exhibit just closed has been the most successful in the history of the Phoenix Glass Co. remarked Harry B. Whitney. "Jobbers have bought most liberally of all the lamp lines, and department store buyers have been quick to list them."

Daniel Taylor, of the Pittsburgh Lamp, Brass and Glass Co., who has been spending a season at Atlantic City for the benefit of his health, has returned to his office in this city thoroughly rejuvenated.

The D. C. Jenkins Glass Co. has just brought out two new lines of blown jugs. They are in five sizes—from one pint to three quarts.

The Philadelphia office of the United States Glass Co., which is in charge of J. A. Nixon, has been removed to the Denckla block, Eleventh and Market streets, that city.

S. Q. Hamilton, with the Tarentum Glass Co., will spend next week at his home in Wellsburg, W. Va., before starting over his territory. He will make his first stop at Cleveland and then work West.

The Potomac Glass Co. has just brought out a new combination etched and cut decoration on a line of stemware and tumblers. Part of the etched design possesses a floral effect. It is something different

from anything heretofore attempted by this company. At the close of the Pittsburgh show Geo. C. Pugh opened in Buffalo, and will make his next stop in Cleveland.

C. A. Shoemaker has been placed in charge of the Western New York territory for the Silicon Glass Co.

Strange as it may seem, few of the larger buyers who were in the market during the past month placed orders with the cut glass salesmen. Whether this was due to the location of the cut glass exhibits or to the fact that the cut glass salesmen were only here to work the local trade, and not the visiting buyers, is not stated.



The third furnace has been placed **Rochester, Pa.** in operation by the Rochester Tumbler Co., and it is possible that the capacity of the plant will be further increased as the season advances. There are now forty-one pots in operation, and the decorating, etching and cutting departments are working on good schedules.

Salesmen for the Rochester Cut Glass Co. are having a most successful season, according to President Robert Johnson. Orders for January were far ahead of the business of December, which was a record month. Only tumblers are cut at this plant.



The Niles Board of Trade has closed **Niles, O.** a deal with the Fostoria Glass Specialty Co. whereby a new glass plant will be erected here which will give employment to about 500 people. The factory will cost about \$100,000, and the business will be transferred here from Fostoria.

POINTERS ON BUSINESS-BUILDING.

A CLEAN and orderly store is the cheapest advertisement a merchant ever had.

Muscular strength is gained by exercise. Mental and moral strength is gained by the same process.

You can't plant pigweed and harvest corn. Nor can you, in merchandising, sow indolence and reap success.

Your opinions carry weight to just the degree that you are able to understand and appreciate the opposite opinion.

When you reach that part of the trip where you really know yourself and are proud of the acquaintance, you will have arrived.—*G. S. Buck, in Metal Worker.*



CHANGES AMONG SALESMEN.

THE changes among salesmen during the past year were as follows:

Chas. B. Clark, formerly of S. B. & C. B. Clark, now manager of the Britannia Art Glass Co., this city.

Herbert Younglove left G. F. Bassett & Co. and signed with the U. J. Ulery Co., cutlery, this city.

E. A. Kitelinger, Evansville Glass Co., now with the Hocking Glass Co., Lancaster, O.

C. C. Cheeney succeeded F. H. Pletcher as New England representative of the Roseville (O.) Art Pottery Co.

John M. Black signed with Fisher, Bruce & Co., Philadelphia.

Ralph G. Bangs, salesman for C. J. Dierckx, New York, resigned to take charge of a general mercantile house in Providence, R. I.

M. C. Trieber, Homer-Laughlin China Co., went with the Knowles, Taylor & Knowles Co.

H. E. Patriarche, Maddock Pottery Co., now with Theo. Haviland & Co.

Arthur Harrison signed with the Consolidated Lamp and Glass Co.

A. F. Lemcke now with J. Wygand & Co.

"Eddie" Stout, now with E. M. Uniack, Jr., this city.

Harry W. Rosenthal, Hamburger & Co., signed with Samstag & Hilder Bros.

Wm. Kraus left Geo. H. Bowman Co. and connected with A. C. Bosselman & Co., this city.

Frank Bang secured a salesman's position with the Maddock Pottery Co., Trenton.

A. L. Brunn went with the St. Louis branch of the Pittsburgh Lamp, Brass and Glass Co.

J. P. Carling, now with the Pope-Gosser China Co., Coshocton, O.

W. F. Ellisson engaged with the Cook Pottery Co., Trenton.

Thos. A. O'Brien, A. A. Vantine & Co., connected himself with the Tajimi Co., this city.

L. D. Hatton was appointed New York agent for the Hocking Glass Co. and the Haskins Glass Co.

John Christie, Cook Pottery Co., joined the force of the Maddock Pottery Co., Trenton.

Thos. R. Crock and Wm. C. Rankin, salesmen, formed a selling agency in the Bissell Block, Pittsburgh.

Hugo Hamburger signed with Samstag & Hilder Bros., this city.

H. S. Lincoln left Ed. Butler to become New York agent for the Novelty Stamping Co., Bellaire, O.

Jos. Schwartz, now with the Strobel & Wilken Co.

F. W. Rogers, Maddock & Miller, now represents W. S. Pitcairn.

Emil Newman, now with Wm. Dealing, this city.

Wm. Kennedy, E. Bergman & Son, went with A. A. Bean, this city.

H. J. Dennis left S. A. Weller to travel for the Libbey Glass Co.

Geo. Nixon left G. F. Bassett & Co. and signed with L. Straus & Sons.

W. L. Young, formerly with Goodwin Pottery Co., rambles for the Smith-Phillips China Co., East Liverpool.

Ted Scherer, formerly with Ed. Boote, now with Steinbach Co., Asbury Park, N. J.

A. P. McPherson left Carlowitz & Co. for the Geo. H. Bowman Co., this city.

E. J. Touhill, with the Geo. H. Bowman Co., signed with Taylor, Smith & Taylor, East Liverpool.

Guy S. Jenkins changed the Ceramic Importing Co. for Wm. Guerin & Co., this city.

Geo. T. Nichol, erstwhile with Carlowitz & Co., searches out orders for W. H. Dunn & Co., this city.

Geo. Paschley left H. G. McFadden & Co. and connected himself with W. R. Noe, this city.

M. J. Brown, of the Brown Crockery Co., now with a New York lamp house.

Otto Kosmahl engaged with Bawo & Dotter.

Frank H. Challen, Quaker City Cut Glass Co., signed with the Chas. Parker Co., Meriden, Conn.

Fred W. Beiswanger, formerly with Unique Art Glass and Metal Co., travels for the Manhattan Brass Co.

Thos Kinney tendered his resignation to Thos. Maddock's Sons Co., Trenton.

Chas. E. Lincoln represents the East End China Co., East Liverpool.

J. C. B. Beatty signed with Cartwright Bros., East Liverpool.

Robt. J. Wylie, formerly with Paul Joseph, went with the Geo. H. Bowman Co.

J. F. Geraghty left W. R. Noe to sell hatters' furs.

J. H. Herman, Carlowitz & Co., connected with Ignaz Strauss & Co.

Chas. A. Postley engaged with the Pisa Sales Co., 78 Fifth Avenue, this city.

I. Sidney Hirsch signed with Morimura Bros.

Louis Siegel, Demorest & Co., took a position with the Haskins Glass Co.

M. Johnson filled the position vacated by J. F. Geraghty at Wm. R. Noe's.

L. H. Bedlington severed his connection with Myott, Son & Co., Toronto, Can.

A. Abrams signed with the Val Bergen Cut Glass Co., Columbia, Pa.

Justin Tharaud shifted from Endemann & Churchill to Maddock & Miller, this city.

Chas. M. Brooks, who represented the Mitchell, Woodbury Co. in this city, assumed the position of merchandise manager for the Burley & Tyrrell Co., Chicago.

Herbert Schulenburg, Ceramic Transfer Co., has switched off to the Decalcomanie Co., 148 Chambers street, this city.

H. R. Shirley, formerly with T. B. Clark & Co., joined the Maddock & Miller force.

Thos. Copperstone, who left the Vodrey Pottery Co. to go with Maddock & Miller, returned to the pottery at East Liverpool.

W. C. Browne left Sebring and took up his former position with the Potters' Co-operative Co., succeeding Geo. S. Davis.

H. F. MacKenzie, formerly with Jones, McDuffee & Stratton Co., now with Geo. F. Bassett & Co., this city.

"Billy" Taylor left Hugh C. Edmiston to become identified with the General Roofing Co., San Francisco.

Earl W. Newton left United States Glass Co. and established himself in Chicago with lines from the Economy Tumbler Co., Tarentum Glass Co., and the American Specialty Co.

Geo. W. Moore, Carlowitz & Co., signed with Blakeman & Henderson, this city.

M. J. Lovell, traveler for Fostoria Glass Co., entered another line of business.

Eugene Sainson, Ceramic Importing Co., engaged with Endemann & Churchill.

Geo. F. Mackey left Chas. Ahrenfeldt & Son.

BOSTON EMPLOYEES ENJOY THEMSELVES.

THE annual whist and dancing party of the Jones, McDuffee & Stratton Co's mutual benefit association was held in Court hall Boston, Jan. 28. One hundred couples were present. The guests of the evening were Solomon P. Stratton and F. S. Williams of the firm, Frank E. Wallis, president of the R. H. White benefit association, and Charles Barnard Sr, who represented the traveling men of the firm.

OLD POTTERY PORTRAITS.

THE portraits of Charles II., of William and Mary and of Queen Anne, to be found on pudding plates and other specimens of early English delft are rude both in design and execution. They are often nearly as much a caricature of the original as the grotesque face of ill-favored Cardinal Bellarmine, whose bigotry and unpopularity are perpetuated by the brown jugs which bear his name.

A splendid William and Mary plate is preserved in the Cardiff Museum. The predominating colors of the portrait pudding plates of this epoch are orange and blue, says the *Gentlewoman*—a compliment not difficult to understand even after the lapse of more than two centuries.

The political "potting" of 1688-1700 may be taken as the forerunner of the troublous time of 1788-1815, 1820-22 and 1832, when the faces of Fox and Pitt, Napoleon and Wellington, George IV. and Queen Caroline, Grey, Brougham and O'Connell replaced in turn those of the Dutch King and his English consort.

The first serious portrait on porcelain was that of George II., which Dr. Wall reproduced over and over again on the mugs and plates which were turned out in almost endless variety at the factory he had established at Worcester. Portraiture on porcelain and pottery became a tradition of the great "potting" industry on the banks of the Severn, and the counterfeit presentments of George III. and Queen Charlotte, the royal Dukes and Princesses, the Princess Charlotte

and the "Sailor King" are all remarkable alike for their fidelity and finish.

They gave a keynote to the less artistic workmen of Staffordshire, and were imitated wholesale by rival manufacturers. It is to Worcester that we must look for the best executed portraits on porcelain of both Wellington and Nelson. Queen Caroline found favor principally with the Staffordshire workmen, while Lambeth and Fulham turned out Brougham, Peel and O'Connell spirit bottles by the thousand.

It is in Staffordshire ware that we principally find those Wesley plaques and plates (generally adorned with appropriate texts) which enjoyed a widespread popularity among his followers for many years after the death of the great apostle of Methodism. Staffordshire long continued to be a Methodist stronghold, and the Methodist potter found pleasure and profit in turning out specimens to commemorate the spiritual efforts of James and Hugh Bourne and William Clowes.

Elaborate busts of both Wesley and Whitfield were produced by Wedgwood and now fetch from £7 to £10 each, or even more. The Staffordshire busts, once easily obtainable for about 30s., have now doubled in value and will increase as the years go on. During the early part of the nineteenth century they formed one of the most popular and attractive features of portraiture in pottery. In some cases the likenesses are excellent. Since 1860 the value of fine specimens of Staffordshire busts, which range in subjects from Louis XVI., Napoleon, the King of Prussia and the Emperor Alexander to Nelson, Wel-

ANNOUNCEMENT.

CARLSBAD DINNERWARE—Imperial Vienna, controlled lines.

GERMAN DINNERWARE—Highest grade and medium grade Silisian, Weimar and Bavarian China.

FANCY LINES from the leading factories for jobbing and retail trade.

BOHEMIAN GLASSWARE—Water Sets, Wine Sets, Liquor Sets. Vases from the cheapest to the finest grade.

SILVER DEPOSIT Decorations.

SOLE AGENTS for Kossuch Janos, Hungarian Crystal Glassware. Gold Medal, St. Louis Exhibition, 1904.

JULIUS PALME,

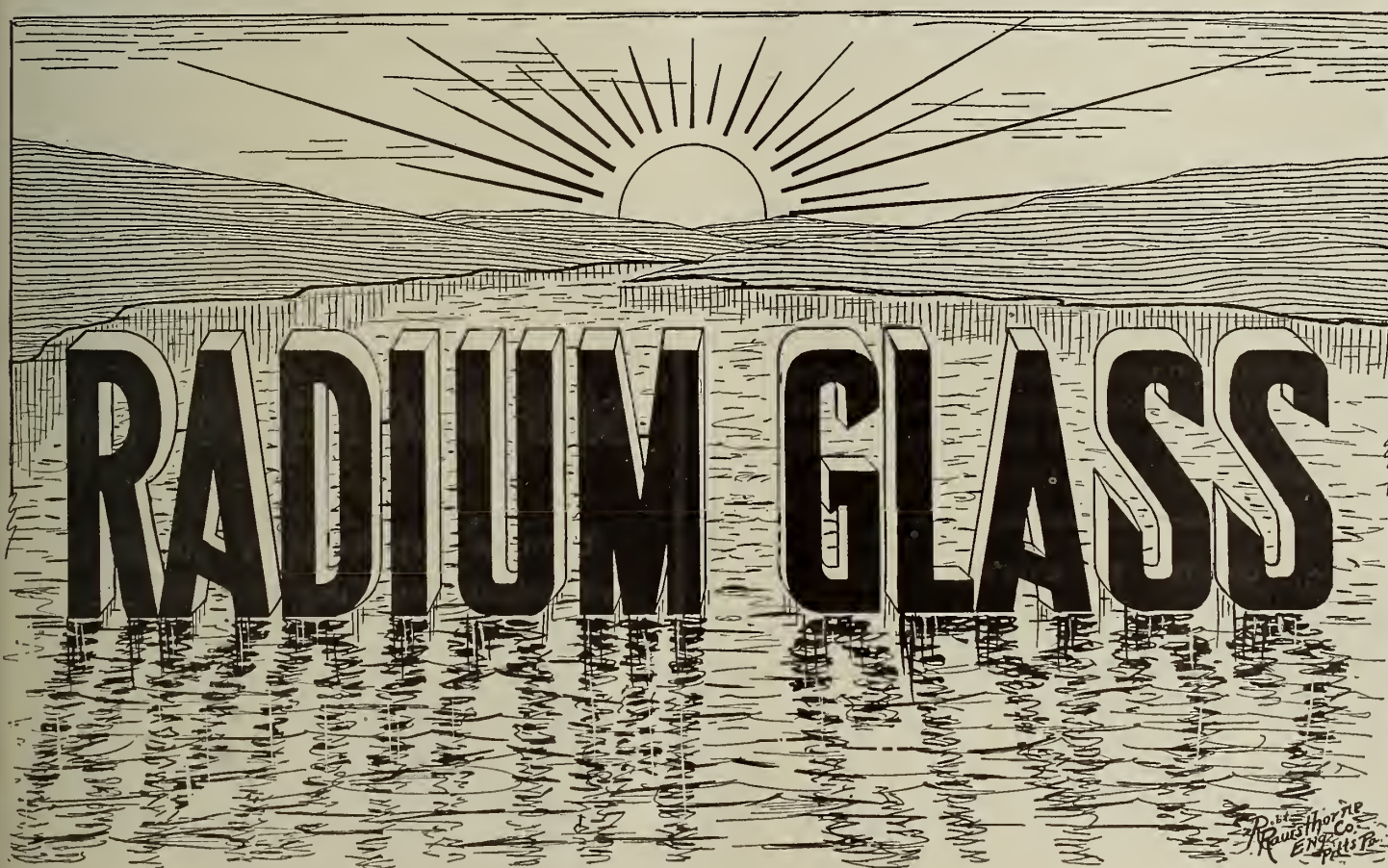
35 Barclay Street and 40 Park Place, New York City.

THE

Millersburg Glass Co.,

MILLERSBURG, OHIO,

Creators of new and exclusive
things in GLASSWARE.



Buyers at the Pittsburgh display (and there were many of them) declared RADIUM GLASS the BEST IN THE MARKET.

RADIUM GLASS commanded the most liberal orders from all.

THE REASON is that RADIUM GLASS is the best to be had, and the PRICE is RIGHT for a quick turn.

Write us for more information. DON'T DELAY.

lington, Blucher and other naval and military heroes of the great war, has trebled and even quadrupled.

During the autumn sale season of 1907 a fine collection was dispersed, many of the best items in it fetching prices varying from £4 to £10. It is now only quite rarely that a genuine portrait bust of Napoleon or Nelson can be picked up. Shams are produced by the ton, both in England and on the Continent. The majority of these counterfeits can be detected at sight by their weight and coarseness, but some defy even the scrutiny of an expert.

Between 1835 and 1860 a vast quantity of portrait statuettes and groups was produced in the Staffordshire kilns. These specimens, despite their lack of feeling and artistic merit, are now attracting the attention of collectors. Queen Victoria and Prince Albert (1839) have fetched as much as 10 shillings each, and the same sum was lately given for figures of Lord Raglan (1855) and Palmer, the Rugeley murderer; but it must be confessed that the best figures and most successful busts were those produced between 1780 and 1815. Franklin was a popular subject, and the writer has seen an almost identical figure of the famous pioneer of electric science and American freedom in Crown Derby and Worcester china and in Staffordshire ware.

Some of the Derby statuettes and busts in white biscuit represent the most delightful form of English portraiture in porcelain. A figure of Napoleon in the writer's collection is scarcely inferior to Sevres and might be mistaken for it. Portraiture also found its votaries at Chelsea and Bristol; but it was at Worcester that portraits became from a very early period a favorite kind of ornamentation, while the Staffordshire potters eclipsed every rival by the vast number and the endless variety of their portrait busts, figures, plaques, plates and drinking vessels.

CHANGE IN BUSINESS.

HERMAN C. KUPPER has established himself at 52-54 Murray street as an importer of Ahrenfeldt Limoges china and Schierholz art wares, and will conduct his business on the same lines as formerly done by Chas. Ahrenfeldt & Son.

ALL ABOARD FOR LEIPZIG!

QUITE a party of manufacturers, jobbers and buyers will sail from New York on Feb. 24 to attend the Leipzig Fair. The "General Washington," of the North German Lloyd line, which sails for Plymouth, Cherbourg and Bremen at 10 a. m. on that day, is the last steamer that will land them in time for the Fair.

EDWIN BENNETT POTTERY BURNED.

FIRE starting among bales of packing straw in the yard of the Edwin Bennett Pottery Co., Baltimore, on Monday afternoon, damaged the plant to the extent of \$50,000. Fully insured.

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY, ENGLISH CHINA,

The recognized standard of pottery excellence.

BING & GRONDAHL'S COPENHAGEN CHINA,

By Royal Warrant china manufacturers
to
H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.

SOMETHING NEW FOR 1910.

Our new lamp line, ready February 1st, will include something unusually attractive.

Besides some uncommonly good new additions to our regular lines in the way of novelties and other excellent designs which will be decidedly interesting, we will show a distinct new departure which it will pay you well to learn about.

Our brand-new styles in inverted gas shades, now ready, will show some very drawing features. All on display at our New York showrooms. Come!

THE PHOENIX GLASS CO.,

15 Murray Street, New York.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

JOHN H. ROTH & CO., IMPORTERS, Peoria, Ill.

**OUR SPECIALTY IS SOUVENIR CHINA WITH LOCAL
VIEWS AND SPECIAL DESIGNS.**

Years of experience in developing and creating Souvenir Wares, and our long and close relationship with the leading European china manufacturers, have enabled us to gather together the most complete and original line of Souvenir Wares ever assembled by any one importing firm in America.

Our line is remarkable for its variety and originality. It includes extraordinary values for the ten cent trade, as well as the most artistic hand-painted productions for the Jewelry and Resort trade.

We also show an unusual and original line of Fancy Imported China Assortments—in price and quality—from the very cheapest to the very best.

We are confident our ten cent assortments are the best value that will be shown in America during the season of 1910.

JOHN H. ROTH & CO., Peoria, Ill.



POINTERS FOR SALESMEN.

A GENIAL smile is a weapon which a buyer often falls under.

A voice well cultivated is an important factor in a salesman's equipment.

A cheerful, optimistic salesman is always more welcome than a pessimistic grouch.

A buyer, being a human being, has troubles of his own; don't air any of yours in his presence.

The high-grade salesman never stoops to disparage the standing of a competitor.

If a salesman will consider all points which come up in his vocation from the other fellow's point of view, he will find it helpful.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A No 1 cut glass salesman to sell low, popular-priced line on salary or commission. Must come well recommended. State age, experience, salary, etc. Address A No. 1, this office.

SALESMAN WANTED—Salesman of experience and character by manufacturer of national reputation to handle side line of specialties, selling to department, general store or house-furnishing goods trade. No sample. Sold from photographs. Yield handsome returns. Give permanent address. THE OSCAR ONKEN Co., Cincinnati, Ohio, 698 West Fourth St.

FOR SALE.

FOR SALE—Best paying wholesale crockery and housefurnishing business in the South. Large and growing territory. Well-established trade. Very little local competition. Over thirty years in business. Only exclusive jobbing concern in a city of over 100,000 inhabitants. Best lease in the city. Reasons for selling, wishing to retire. Retail could be added. Address Box 705, this office.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession February 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

BUSINESS OPPORTUNITIES.

IMPORTANT firm of glass importers require agency of manufacturer of American pressed glass suitable for export to United Kingdom. Have large offices and showrooms in London. Offers to be addressed to M. & J. GUGGENHEIM, 70-71 Fore St., London, E. C., England.

WILLIAMSBURGH FLINT GLASS CO.,

MANUFACTURERS OF

Lamp Chimneys, Lantern Globes, Fish Globes, Gas and Electric Globes in all colors.

WRITE FOR PRICE LIST.

New York Office: 74 Park Place. Factory: Boerum and McKibben Sts., Brooklyn, N. Y.

JAS. M. STEWART.

W. A. CROCKER.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York,

REPRESENTING:

CRISTALLERIE DE PANTIN, Paris, France.

Table and Art Glass, and Blanks for cutting.

WM. H. GIBBS, Hawley, Pa.

Rich Cut Glass, Tumblers, Jugs, Vases and Specialties.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,

(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Sons
MONTEREY.	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW.	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE.	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES.	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
Green FES FOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY.	Haviland & Co. China.
The CHARONNE.	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA	"
The PRINCESS,	"
The AVSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR.	"
EMPIRE WREATH.	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE. J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY.	R. Delinieres & Co.
The LAFAYETTE.	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH	"
The INNSBRUCK.	"
The BARONIAL, White and Gold, Bavarian China.	"
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelities; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, MCDUFFEE & STRATTON CO., Boston.



NEW YORK, FEB. 10, 1910.

THE CONDITION OF BUSINESS.



New York The city is full of buyers placing import orders. They seem to know what they want, and are not dallying in making purchases. The question of price does not enter into their calculations except in so far as it determines whether they need the goods or not. Foreign wares have fixed values, and there is no haggling. The price being quoted, it is "take it or leave it."

While the volume of trade so far is in excess of last year, the wholesalers are not increasing their purchases in the same proportion as the large retailers. It may be remembered that the wholesalers bought freely last year; the retailers and department stores did not. The amount placed by big buyers in 1909 was about thirty per cent over 1908. This year, while buying more than last, there will not be such a big increase. On the other hand, the large retail dealers are taking fully fifty per cent more.

A good feature of the buying this year is that the better grades of goods are in the most active demand. Nothing seems to be too good. It is quite remarkable how many high-priced wares are taken.

The demand for German goods is very fair—better than was expected when it is remembered how many fancy goods were thrown upon the market last fall.

French wares are in active demand. Some ex-

ceptionally heavy orders have been placed, and early deliveries are requested in some instances.

English china of high grade is selling better than ever—in fact, the demand is very heavy. English earthenware is going well, with the higher grades being called for much in excess of last year.

Domestic crockery is selling away ahead of previous seasons. Reports from the potteries are to the effect that everybody is as busy as possible.

American glass is a little quiet for the moment, following the close of the exhibit at Pittsburgh; but the men on the road are beginning to get busy.

The jobbing demand for lamps has been very good, but there is a little lull at present, the second season not having yet opened. The retailers usually buy in May.

Retail trade has been good all the week, especially in the department stores. Four of the largest have held special sales, and have been extremely aggressive on cut glass, shaving the prices to an unusually low level.

The flurry in Wall street seems to be confined wholly to stocks, and has not affected the commercial world. No fault can be found with business up to date.

All the potteries are busy. Orders are being received by every mail for future delivery, while an occasional "rush" order is also recorded. There is a surprising increase in the demand for decorated ware, and all of the plants are working on full time. A number of new lines are being arranged and will be displayed within the next two weeks.

Generally speaking, the potteries hereabouts are running on very good time and with a fair volume of business booked ahead. Salesmen are doing well, and mail orders are better than during the first two weeks in February last year. Potteries catering to the scheme trade are doing about all the business they can take care of.

Cheerfulness prevails throughout the local glass territory. There is not an idle shop. Orders are plentiful, both for staples, specials and souvenir goods. Collections are reported very good—far better than a year ago. Salesmen are nearly all on the road, and a good mail business is coming in. Buying continues just as brisk as in January, and this is taken as an index of what may be expected throughout the year.

Glass manufacturers hereabouts are very busy. Those making lines of specialties are finding ready sale for their goods. The lamp trade is picking up, and the staples are in demand. There is every indication that existing conditions will continue throughout the year.

OCEAN RATES HURT NEW ORLEANS.

CROCKERY importers of New Orleans furnish another instance of the way in which local trade is put to a disadvantage under the through trade which the steamship and railroad lines encourage at the expense of the New Orleans jobber.

The Leyland and Harrison lines now charge importers of crockery in New Orleans and points south of Memphis \$2.40 per 1000 pounds for the ocean haul between Liverpool and New Orleans; but if the shipment is intended to go to Memphis or any point north of Memphis on a through bill of landing the ocean rate between Liverpool and New Orleans is only 80 cents per 1000 pounds.

The haul is exactly the same in either case. The difference in rate is caused solely by the fact that in one case the consignment will go through New

Orleans over one of the railroads to Memphis or some other more Northern city and that in the other the consignment is to remain in New Orleans for distribution by a New Orleans jobber and must therefore pay three times as much for ocean freight.

The importers are naturally asking what advantage there is in possessing a seaport under such conditions.

These rates have been in effect since January 3. They represent an increase in the rates formerly charged on New Orleans consignments. The rate on consignments destined to go through to Memphis or points north of Memphis has not been increased.

"We located in New Orleans," says J. W. Moses, of the United China and Glass Co., "because it is a seaport, and we would naturally expect that we could get our goods from Liverpool cheaper because they can be landed right at our doors and not made to pay railroad freight. But we find that we have to pay three times as much ocean freight as Memphis pays for exactly the same kind of shipments consigned to its merchants of through bills of landing."

The notice which the steamship lines sent to crockery merchants is dated January 3, 1910, and reads as follows:

"Shippers of earthenware are respectfully informed that the ocean freight from Liverpool to Galveston or New Orleans on ware consigned for delivery in those ports or in interior points in the U. S. A. situated south of a line drawn east and west of Memphis, Tenn., will in future be 22 shillings 6 pence per ton weight if prepaid or 24 cents per 100 pounds if payable abroad.

"Ocean freight on crockery on through bills of lading destined to points north of the above named line will remain at 7 shillings 6 pence a ton weight or 8 cents per 100 pounds, until 31st March next, after which date rates will probably be materially increased.

"Ocean rates on crockery destined to points in Mexico or Pacific coast territory will for the present remain unchanged.

A copy of this statement was shown to M. J. Sanders, of the Leyland Line, and he was asked to explain this difference in rates.

"These rates represent a general agreement between all the steamship lines operating out of Liverpool to American ports," said Mr. Sanders, "and the advance is general with regard to American ports. I am not posted on the rates to all the points embraced, but I know that the advance is uniform and that New Orleans occupies the same relative position as before the advance was made. It gives New York, for instance, no advantage over New Orleans. Nor has any interior point South of the line drawn east and west of Memphis any advantage over New Orleans. The ocean freight charge is the same for all and the railroad charge represents the difference the interior point pays to get the goods hauled from New Orleans.

"As to points north of Memphis, I am not familiar with the rates, as we do little business with them through New Orleans, most shipments in that section going by way of the Atlantic seaboard. We tried to get some of that business by making a cut, so as to bring it through New Orleans, but, somehow, we haven't been able to control any appreciable amount of it.

"The general advance in rates has been made necessary by the very poor business that the steamship lines have been doing. The advance, however, is very little and it certainly does not discriminate against New Orleans, which enjoys the same relative rate as Atlantic seaboard ports, despite the fact that the haul is about fifty per cent longer to New Orleans than to New York, for example, and the port charges here are higher than in New York.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G J Brown, with Rudge & Guenzel Co, Lincoln. Latham.
 J W Boston, with "The Famous," hf, t, St Louis. 4 Washington Place.
 R H Schnepf, with Columbus (O) Dry Goods Co, hf, c. Imperial.
 A Kallman, with England Bros, hf, c, Pittsfield. 75 Spring.
 W T Giles, with Loveman, Joseph & Loeb, hf, Birmingham. 31 Union Square.
 C O Leisler, with Alms & Doepke Co, hf, c, Cincinnati. 350 Broadway.
 B Montjoy, with L S Ayres Co, hf, Indianapolis. 31 Union Square.
 E O Arnold, hf, Mt Vernon, O. Broadway Central.
 M G Michael, of Michael Bros Co, c, Athens, Ga. Hotel Astor.
 D C Beggs, of D C Beggs Co, c, hf, t, Columbus. 347 West Broadway.
 Wm Lawton, c, Wilmington.
 Miss E Ledger, with H S Barney & Co, hf, t, s, Schenectady. 75 Spring.
 Mr Marshall, with Muschert-Reeves Co, Trenton.
 John A McClellan, of J A McClellan & Co, c, Houston. Hoffman.
 Wm Baxter, with D J Hennessy Mercantile Co, c, Butte.
 W C Whitney, with Minneapolis (Minn) Dry Goods Co, t. 454 Broome.
 S Simon, with Lipman, Wolfe & Co, Portland, Ore. 72 Leonard.
 C L Knapp, of C L Knapp & Co, c, Leavenworth. Herald Square.
 Mr Bornstein, of Bornstein & Son, c, Denver. Astor House.
 Louis M Lebins, with Maneer-Freedman Co, Piqua, O.
 F Porter, Winnipeg. Breslin.
 J Harper, with San Antonio (Tex) Drug Co. Wolcott.

F G Coover, with Miller & Paine, c, Lincoln. Arlington.
 Willis Depew, with J L Lyons & Co. Holland House.
 A V Mummy, with Trinidad (Col.) Housefurnishing Co. 320 Church.
 H F Pegram, with J B White & Co, c, Augusta, Ga. 214 Church.
 M C Myers, with Miller, Rhoads & Swartz, hf, Norfolk. 320 Church.
 W E Round, with Stone & Thomas, s, Wheeling. 320 Church.
 F Fleischman, with I Freimuth, hf, Duluth. 821 Broadway.
 W A Heiser, with W A Maurer, Council Bluffs. Navarre.
 C E Johnston, with G M McKelvey Co, Youngstown. Navarre.
 J F Leary, with J Samuels & Bro, c, hf, t, Providence. Hoffman.
 A M Nordland, hf, and Harry J Todd, g, with L S Donaldson Co, Minneapolis. 2 Walker.
 Benj Van Raalte, with Herpolsheimer Co, Grand Rapids. 821 Broadway.
 W C Evans, of Evans China Co, Pittsburgh. Herald Square.
 Fred Brinsmaid, of Brinsmaid & Co, c, Des Moines. Waldorf.
 L Muench, of Wieman & Muench, c, Milwaukee. Hoffman.
 M J Brown, with Weil-Hartzell Co, t, Youngstown, O. Knickerbocker.
 A Binswanger, with Jos Horne Co, hf, Pittsburgh. 320 Church.
 B F Sinsheimer, with Eastern Mfg Co, c, Portland, Ore. Navarre.
 D C Mansfield, of J Seth Hopkins-Mansfield Co, c, Baltimore. St Denis.
 Frank Gable, with McDonald Bros, c, Minneapolis. Imperial.
 E A Hinrichs, with Omaha (Neb) Crockery Co. Prince George.
 Walter B Elms, with Broadway Department Store, Los Angeles. Prince George.
 "Jack" Patterson, with Geo Cooke Crockery Co, St Joseph, Mo. Herald Square.
 Chris Daudt, of Daudt Glass and Crockery Co, Toledo. Imperial.
 E A Cosgrove, c, g, and A Heper, hf, t, with Wm Barr Dry Goods Co, St Louis. 72 Leonard.
 John Hesse, t, St Paul. 161 East 75th.
 C W Slater, with John Bressmer Co, c, hf, t, Springfield, Ill. New Grand.
 A J Kline, with Dives, Pomeroy & Stewart, hf, c, Harrisburg. 2 Walker.
 I Rothstein, with Kaufmann Bros, c, t, Pittsburgh. 648 Broadway.
 Mr Bird, with Kennedy Mercantile Co, Enid, Okla.
 Geo Eadie, with Birks & Son, c, Montreal.

WAKE UP!

DOES it ever strike the clerk that he won't hold his present position forever? That some day someone else may be attending to his routine work? It's up to each individual to settle what is to become of him. It may be true that you can't keep a good man down; but it's equally difficult to keep a poor one up.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 10, 1910.

GERMANY FIXED; NOW FOR FRANCE.

MUCH gratification is expressed by crockery and glass buyers now placing import orders over the settlement of the tariff question with Germany. While the outlook prior to the decision was favorable, there was still an uncertainty which made buying hazardous, because a difference of twenty-five per cent would have excluded German pottery. There seems to be no doubt but that the same course will be taken with France.

BETTER GOODS IN DEMAND.

ONE of the signs of prosperity is that people are willing to pay for good wares. In the early part of last year, when prices were demoralized, there was a little hesitancy in giving orders to the manufacturers of the better class of goods; but those who held out were able eventually to maintain their list prices. The certainty that there was to be no cutting brought them business.

The fact that the regular dealers did well is gratifying. They know the business, and consequently make a decent profit. They employ, as a rule, a competent class of help—people who can sell goods rather than figure-heads who merely quote prices but cannot advance reasons why a higher grade of ware is preferable to the lower. It takes brains to sell pottery and glass, particularly to women, who

rarely know what they want and have very inadequate ideas of the values of these commodities—although they are much more discriminating than they were a few years ago.

One of the vagaries of the trade during the past year has been the large demand for English bone china. It has almost reached the proportions of a fad. Every one of the big manufactories is crowded with orders for the American market. And so far as can be seen it has not materially lessened the demand for French goods.

PERSONAL.

OVER fifty years in harness is the record of C. H. Little, who came in from Freeport, Ill., to do his buying this week. If we mistake not, he is the oldest buyer in point of service—not years, mind you—who comes to New York. Wm. Molter, who is associated with him in business, accompanied Mr. Little to assist in making selections.

Welling G. Titus, salesman for the Trenton Potteries Co., was married last Tuesday night to Miss Natalie Young, of Roselle, N. J. After an extended honeymoon Mr. and Mrs. Titus will make their home in Trenton.

John C. Fisher, formerly with Jesse Dean, has engaged with the Geo. H. Bowman Co. to travel south.

The "Bingville Bugle" says: "Dave Bostwick, the Michigan Ambassador of the Geo. H. Bowman Co., will be in New York soon. Well, New York will have a good laugh—Dave's awfully funny."

P. H. Geoghegan, Chicago representative of Geo. F. Bassett & Co., is in town for his usual spring conference with the firm.

Frank Gable, buyer for McDonald Bros., Minneapolis, is placing import orders. He says the business of his house last year was the biggest in its history. They are now moving into a new eight-story building with a fifty-six feet front, nearly doubling their capacity. Several additional salesmen will be put on. Mr. Gable is stopping at the Imperial.

Eugene Schmidt, buyer for the J. L. Hudson Co., Detroit, has served his connection with that concern.

R. E. L. Wells, with L. Straus & Sons, who has been making a hand-shaking tour through the country, returned on Monday morning after an absence of

seven weeks. He reports that conditions are favorable for the best business in many years. He found everybody in splendid humor.



Jas. Carson, of Denver, is in town buying, and reports a good business since the fall.



"Jack" Patterson arrived in town late last week accompanied by his wife. Like the rest of the buyers, Mr. Patterson reports excellent trade, and sees nothing but good times ahead.



A. B. Levan, of Kinney & Levan, Cleveland, sailed Tuesday for Dresden. He will spend several weeks on the Continent.



L. A. Carter, of Snellenburg's, and Frank Walsh, with Strawbridge & Clothier, Philadelphia, sailed on the Mauretania Feb. 9 with the Leipzig Fair in view.



F. Ott, formerly in the retail department of Wanamaker's, New York, has engaged with E. L. Bates to sell the Globe Pottery Co.'s line in New York State.



Merton H. Lovell, of Ashmont, Mass., a former traveler for the Boston branch of the Fostoria Glass Co., and later with the Robinson Clay Pipe Co., left the latter concern Feb. 1.



Ernest Johnson, of Johnson Bros., Hanley, England, arrived Friday on the Mauretania. He is the guest of Geo. B. Jones, the firm's New York representative.



F. A. Hopton, formerly city salesman for the Dale Co., manufacturers of decorative electric light shades, portables and electroliers, is now salesmanager for the Pittsburgh High Voltage Co., Derry, Pa.



Henry Nerlich, of Toronto, Canada, arrived on the Mauretania last Friday. He spent only a few days in New York, being anxious to get home after his six months' absence in Europe.



Neilson Ramsey, who represents the Herbeck-Demer Co., Honesdale, in New York, is recovering from a severe attack of pneumonia. He was taken ill on Jan. 1, and only got out last week.



Twenty years ago Wm. M. Warrin was making his debut in business life as a messenger for a china house at 24 Park Place, in company with D. R. Marshall and W. F. Rood. After scattering to various parts of the country on the varying sea of fortune the

trio now find themselves in the Crockery Exchange pursuing parallel roads in the crockery and glass lines. Maybe they don't "reminisce" occasionally.



James B. Boote and Harry L. Seixas came back from Europe on the Mauretania, arriving last Friday. They say the weather was warm during the entire trip until they arrived within a hundred miles of New York.



J. Lee Richards, buyer for J. A. Baillargeon & Co., Seattle, is on his way to New York. He will stop at the factories in Illinois, Ohio, Pennsylvania and New Jersey, arriving here Friday of this week. His headquarters will be 28 West Twenty-second street.



Chris. Daudt arrived from Toledo Monday. He says that during the trip the cold was intense, and the train was delayed four hours. At Utica the thermometer was fourteen below zero.



Robert Orr, buyer for Joseph Horne & Co., Pittsburgh, will arrive at the Herald Square Hotel, this city, Monday. Miss M. E. Haggerty, also from the china and glass department, will likewise be here Monday next, registering at the Seville.



D. C. Mansfield, of the J. Seth Hopkins-Mansfield Co., Baltimore, is at the St. Denis. Mr. Hopkins has not been to New York for some time, but his partner says that he is in excellent health—feeling better than for many years.



Daniel W. Johnson has recently been appointed buyer for the Boston Store, Milwaukee.



H. B. Whitney, who covers the territory west of New York City for the Phoenix Glass Co., is making his annual visit to New York this week. Mr. Whitney reports a very good session with his recent exhibit at Pittsburgh.



When the President arrived in town the other day he immediately went to the "White House" on Murray street to look over the company's new home. The "President" is Geo. H. Bowman.



Cecil E. Taylor will make a display of ware from the Knowles Taylor & Knowles Co. at The New Grand Hotel beginning Feb. 16. He will remain until the 28th.



Mr. Hollweg, of Hollweg & Reese, Indianapolis, arrived in New York Tuesday, and started out immed-

lately for the firing line. He was observed in several warerooms going the rounds.



Wm. Elliott, who travels for the Maryland Cut Glass Co., while in Cleveland last week received a telegram stating that his wife was dangerously ill in Boston. She died suddenly on Saturday of congestion of the brain.



Arthur W. Kopp, in the import department of L. Straus & Sons, was married on Tuesday night to Miss Estelle E. Libas. They will spend their honeymoon in Bermuda.



Ernest Wolf, head of the glassware and specialty department of the Geo. H. Bowman Co., who returned from Europe a few weeks ago, brought with him some of the most interesting things in glassware ever shown in New York.



Harry S. Clarke, who has been making a short trip in the interest of Robt. Slimmon & Co., will be home on Friday to meet visiting buyers.



E. Pidoux is expected back from France next week at the latest. He writes that he has been very successful in regard to buying, and the trade can look forward to some novelties on his return.



Mr. Bird, buyer for the Kennedy Mercantile Co., Enid, Okla., was here during the week placing orders for gas and electric fixtures and glassware.

TRADE FABLE No. 1.

BY THE MAN ON THE STREET.

THERE was once a Crockery Salesman who was Addicted Strongly to continuous Knocking. His habitual practice was to approach the Buyer and release the tidegates of a flood of Roasts, Unfair Criticisms, and a certain Individual Species of Humor more or less Derogatory.

Now, this particular Salesman had a multitude of Good Points in his favor. He was Honest, Conscientious, represented a Good Line, and kept his Promises; but his devotion to Knocking always romped to the front in the calcium glare, and left the Buyer with a Dark Brown Taste.

One day, in a certain Western Hamlet, the Salesman approached a Buyer and began:

“Ah, my dear sir, I see you are Laboring under a Delusion. This Junk I see all around me reminds me of the Trash Heap of a Country Poorhouse. Maybe, though, I am playing the wrong pony. Is it Possible that you have withdrawn from the Retail

Crockery Business and are now operating the ranch as an Antique Emporium? You seem to be of Average Intelligence. Don't tell me, please, that your clerks are listlessly awaiting the approach of the Multitude to buy this stuff under the impression that they are getting the Latest!”

Here the Buyer, who had been gradually stepping closer to the Salesman, broke in:

“Enough! The plates, etc., that your Optics now observe have just been stripped of their excelsior. They are the Last Word in Design, Finish and Coloring. Generally, when a gentleman of your calibre gets rid of a few Knocks, I cut him short and disappear behind my desk. You seem to be an Extreme Case, however. This crockery comes from a House that's on the Level, and I bought it from a Personal Friend of mine who attends to the selling end. You have cast Slurs and Doubts on his Veracity, as he told me I was getting the Real thing in Up-To-The-Minute Goods. Put up your dukes!”

Three weeks later a Bulletin issued by the County Hospital stated that the Salesman was slowly recovering and would be allowed to depart in a few days.

Moral: Never use your tongue as a Hammer. It doesn't always Pay.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 22, '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 22, '10	Correspond ing period 1909
Boston	188	62	424	449
New York	181	54	536	227
Baltimore	413	79	1018	906
Philadelphia.	8	6	315	214
New Orleans.....	75	62	100	103
Newport News... ..	.. .	136	55	136
San Francisco .. .	....	....	....	....
Portland (Me.).. .	63	78	264	416
Galveston	31	....	32	10
Portland (Or.)... ..	....	....	....	....
Inland Points ..	91	....	117	95
Total	1050	477	2861	2556

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 22, '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 22, '10	Correspond ing period 1909
New York	165	54	506	160
Boston	152	60	363	407
Philadelphia.	8	55	278	118
Baltimore	415	79	1020	775
San Francisco .. .	....	....	....	....
New Orleans. . .	19	62	44	96
Portland (Me.).. .	4	32	123	254
Galveston	31	....	32	10
Newport News... ..	....	136	55	136
Portland (Or.).. .	....	....	....	...
Inland Points ..	91	....	117	95
Total..	885	478	2538	2051

The New York Crockery and Glass District.

At Graham & Zenger's Theresienthal glass is to the fore. Special attention is directed to the gold-encrusted lines made to match dinnerware. This factory turns out an immense variety of all kinds of drinking glasses—etched, engraved, cut, in crystal, in color, and with monograms and decorations of various kinds. They ask a pertinent question in their advertisement on our first page—viz., if dealers want fine glassware, wouldn't it pay to call and look over the display?

Bawo & Dotter are making a remarkable display of dolls and toys. There is scarcely anything in these lines which they do not show. They have thousands of samples, and dealers can buy from the smallest and cheapest up to the most elaborate. Their housefurnishings display is also very large, and contains standard goods which meet the approbation of buyers. Their china and glass lines are the best they have ever had, and the new arrangement of showing the goods makes the display far handsomer and more attractive than at any time in their history. Almost every visitor remarks upon the improved appearance of the warerooms.

The Strobel & Wilken Co. have just unpacked some very fine samples of Austrian china having elaborate paste gold decorations. One in particular, having the maple leaf for a motif, is treated in a novel and effective manner. There is also a striking Persian pattern in which the many colors are blended very artistically. While both of these designs are large, the effect is not loud, by any means. The ware is quite moderately priced.

L. Hutson, of the Kohlus Cut Glass Co., opened his new showroom last week at 76 Park Place.

Porcelaines G. D. A. have an enviable reputation for fine work, and their gold ornamentation is largely responsible for it. This season they have a line of white and gold which commands more than usual attention. On a fancy edged plate with raised paste

gold is a sprig of gold leaves beginning at the shoulder and running part way to the middle of the plate. It is brilliant without being overdone, and in perfect taste.

Excellent effects have been obtained in the new line of crystal cut glass electric shades and domes recently received by Wm. D. Dougherty from the Consolidated Lamp and Glass Co. The crystal cuttings on the snowy white ground result in decorative effects that elicit very favorable comment.

Herman C. Kupper calls especial attention to his line of low-priced Ahrenfeldt Limoges china. He is showing a very long line of plain chromos, filled in prints with or without gold additions, and high-grade hand decorations. Special stress, however, is laid on the medium and low-priced wares.

The magazine advertising by the J. Pouyat Co. is bringing in a great many requests for their booklet, "St. Yrieix's Secret," which tells of the discovery of the rich deposit of kaolin near Limoges from which the Pouyat china is made. The firm's entire line of samples is now complete, and the big display is a tempting one.

Believing that this is an era of specialization, Geo. F. Bassett & Co. are devoting their energies to dinnerware alone. Lawyers succeed by specializing in the various branches of their profession; physicians find it profitable to respectively treat the eye, ear, nose, throat, etc.; and the firm is working on the same principle. Hence the title, "The Dinnerware House of America."

Edward O. Coles, selling agent for J. Morgan & Sons, is a typical example of the right man in the right place. Mr. Coles has been for fifteen years identified with both the manufacturing and selling ends of the fixture business and knows the line thoroughly. He not only has charge of the sales force, but also attends to the advertising and

correspondence. It may be imagined that he is continually busy; but that doesn't bother him. He is in his element when swamped with orders.

A visit to New York would hardly be complete without dropping in to see Herman Halle and looking over his line of fancy metal goods. The offerings this year are practically all new, and include a number of specially good things.

Cox & Lafferty are making a special showing this week of vases suitable for Easter sales, manufactured by the Imperial glass company. The new line of cut stemware from the Seneca Glass Co. has just been placed on the show. These goods are, as usual, very handsome. Buyers should also look over the large line of import china this concern is now showing.

The Art Metal Novelty Co. have strengthened their gas portables with several new designs in the various finishes, with brass candlesticks to match. Max. Kossman remains in charge of the New York office, where Major Wm. B. Dwight, the president, also makes his headquarters.

The new samples of the Pittsburgh Lamp, Brass and Glass Co. embrace some of the best work ever seen in gas and electric ceiling lights. The chain support enters largely into the new samples, dividing honors with the square casings. Several new shapes and decorations are seen in the glass trimmings, and the designs vary from the large single light to a group of six. A new line of four-inch mission shades is very attractive.

A. J. Fondeville, of Fondeville & Van Iderstine, is an extremely busy man these days. And for a good reason. The lines shown by the house this season are more complete than ever, contain a lot of snappy designs well worth investigation, and are being investigated. A. J. books the resultant orders, and has all he can do.

The volume of business enjoyed by C. B. & J. Warner is entirely satisfactory. Their eight salesmen now on the road are making things hum in the way of orders.

Edward Boote has just opened the new samples of Cauldon china and earthenware. Always fine, the china lines this year are extraordinarily so. A new departure has been made in that they have produced some excellent patterns at much lower prices than they have been in the habit of quoting. In earthenware they have an excellent dinner set in several decorations. One shows the old willow design in the

center of the plate, the shoulder being embossed in a basket pattern. Another has a landscape in light blue. There are also floral designs.

The enlarged import sample room of Morimura Bros. presented a scene of activity this week when the JOURNAL scribe called. Buyers were numerous, and large orders were the rule. The fancy china shown is particularly notable because of the extensive range of choice; and the same may be said of their bric-a-brac line.

At the Plume & Atwood headquarters the Eagle burner is the main topic discussed. This is a thoroughly well constructed burner which sells as low as the poorest, and as a result the factory at Waterbury, Conn., is running full force to keep abreast of the orders.

A. A. Vantine & Co. are still starring their white bone china, which they claim is the equal of any made in the world. It is certainly the finest thing of the kind that ever came out of Japan.

Acid etched and cut lamps form a conspicuous part of the big exhibit of the Phoenix Glass Co. On the new shapes combination star cuttings and filigree or floral etchings satisfy the buyer looking for something distinctive. The new samples in gas and electric domes are similarly treated, and embrace many beautiful shapes with decorations in color also. The lines throughout have been greatly broadened.

A new line of cut jugs, three and four-pint, was received this week at the showroom of Louis Levien.

The new lines of china, glass and bric-a-brac of Louis Wolf & Co. have met with instant success, and the firm are doing an excellent business.

The Royal Copenhagen Porcelain Co. are enjoying a fine run on their Alumina earthenware. The complete line embraces numerous good things that are having rapid sale throughout the country.

A feature of L. Straus & Sons exhibit, which is now complete, is the line of Schwarzburg china from their own factory. This plant makes about everything that one can require, from open stock dinnerware to all the varied small pieces included in fancy short lines. The body and glaze of the ware are excellent, and the decorations very tasteful. Next in order comes the Carlsbad line, which is particularly adapted to the jobbing trade. This also includes open stock and fancy short lines. The French china line is, as usual, complete in dinnerware and fancy

plates showing many excellent patterns. The Rudolstadt line is larger than usual this year, and includes many beautiful fancy goods. This house is making a special display of fireproof cooking utensils, comprising everything that can be used in the kitchen. The glass line is, as usual, full of good things, and every buyer should see the display.

TO BE BIGGER THAN EVER.

BAWO & DOTTER, one of the oldest, largest and most important houses in the crockery and glass trade, are planning for what will eventually be a large expansion of their business. Just what their plans are cannot be divulged at present, but enough is known to warrant the assertion that the trade will be served in a more comprehensive and larger way even than heretofore. While old in years, the firm is young in spirit, and is always looking to improvement in a progressive manner.

PORTLAND VASE FOR SALE.

IN a local jewelry store in Wheeling, W. Va., during the past week has been exhibited one of the fifty copies of the Portland vase which were made by Josiah Wedgwood. The price asked is \$15,000. This vase, it is claimed, was purchased by C. W. Brockunier, formerly of Hobbs, Brockunier & Co., the old-time glass manufacturers of Wheeling, who bought it from L. Straus & Sons at a very moderate price. A few years ago a lady living in Martin's Ferry, O., purchased the vase from Mr. Brockunier at a ridiculously small figure. Learning its value later, she placed it in the safety vault of a local bank, where it has lain until the present. At this writing we have not heard whether or not it has found a purchaser.

OFFICERS OF THE CERAMIC SOCIETY.

AT the twelfth annual meeting of the American Ceramic Society held in the banquet room of the Seventh avenue Hotel, Pittsburgh, on Tuesday, the following officers were elected: President, Dr. Heinrich Ries, of Cornell University; vice-president; Richard Hice, Beaver, Pa.; secretary, Prof. Edward Orton, Jr., of Ohio State University School of Ceramics, Columbus, O.; treasurer, Ellis Lovejoy, Columbus, O. The board of directors is composed of the above officers and C. W. Parmalee, New Brunswick, N. J.; H. A. Ashley, Newell, W. Va. William Cannon, Syracuse, N. Y.

Dr. J. A. Holmes, chief of the Geological Survey,

and Prof. Orton were the principal speakers at the first session. Both blamed much of the lack of success of American art ceramics in the American markets to the habitual attitude of the wealthy in demanding imported ware regardless of the merits of the domestic products. Prof. Orton declared that Ohio potters were producing porcelains of as fine quality as those of Limoges and art tile of as rare coloring as the German product.

OBITUARY.

HENRY A. MELLEN, a former Boston business man for more than half a century, and a member of the firm of Norcross, Mellen & Co., predecessors of the Jones, McDuffee & Stratton Co., died recently at Clarkston, Ga., aged eighty-three.

John W. Putts, head of the J. W. Putts Co., department store, Baltimore, died Feb. 5 at his house in that city, aged fifty-eight.

James Higgins, aged thirty-three, an operative at the Maddock Pottery Co., Trenton, died Feb. 3.

THE INSTANTANEOUS FIRING OF POTTERY.

TO convert clay ware into biscuit in a quarter of an hour, or even in an hour and a half, appears at first sight to be impossible; but according to Dr. Felix Garros, it is comparatively easy. Like most processes, the speed at which pottery can be fired has gradually increased as the results of definite experiments or by accidental discoveries until rates of heating are now possible which were undreamed of by our forefathers; but even now it is comparatively slow.

Realizing this, and anxious to avoid the great waste of fuel commonly regarded as inevitable in pottery firing, Dr Garros has studied the question carefully, and has reached the conclusion that the present methods of firing are fundamentally wrong in principle. He considers that the molecular theory suggests that the ultimate particles of all substances are in a state of such rapid motion that if heat could be applied to every particle of a substance simultaneously no breakage would result. In other words, he attributes breakage to insufficiently rapid heating, whereby some particles receive the heat and others do not.

In order to overcome this he boldly places the unfired ware direct into the furnace—the latter being at a very high temperature—and withdraws the ware as soon as it has been sufficiently heated.

Dr. Garros uses a muffle of the ordinary type with a movable countepoised door so arranged that

the muffle is heated on all sides. The ware is placed in a special saggur or case made of metal, having a small damper or slide in front, on raising which the ware can be seen and examined as to whether it is properly fired. No cones or other temperature indicators are used, the fireman's eye being sufficiently accurate in most cases to keep the furnace above the minimum temperature, and if any ware is under-fired it may readily be replaced, just as a cook draws a joint of meat from the oven, tests it, and replaces it, repeating the process until the cooking is complete.

The striking point of this method of working lies in the suddenness with which the case of ware enters and leaves the kiln, and most potters would fear to subject their goods to such rapid changes in temperature. Dr. Garros maintains, however, that no harm results, and suggests that pottery is so bad a heat conductor whilst metal is so good a one as to maintain a steady rise in temperature and a uniform distribution of heat within the case.

As he curiously expresses it, "the molecular vibrations arrange themselves so uniformly that no molecular separations occur, and the objects do not break in spite of the speed at which they pass from one temperature to another."

Dr. Garros admits, however, that vitrified articles—particularly if glazed or made of glass—do break with the sudden change of temperature, owing to the impossibility of heating them evenly throughout at so rapid a rate. He finds that this difficulty can be entirely overcome by using a double case with a non-conducting (sic) material between the two parts of it, but he does not explain how ware can be rapidly heated when it is surrounded by a non-conducting material.

The muffle furnace used may be heated by coal or gas as desired; and providing that it is sufficiently heated its precise temperature is unimportant, as the ware is left in for a longer or shorter time according to the temperature of the furnace and the nature of the ware. Thus Dr. Garros states that he has satisfactorily fired, in rapid succession and without varying the temperature of the furnace, porcelain biscuit, enamels, faience biscuit and colors, regulating only the length of time each remains in the furnace. In this way he avoids all the waste of heat involved in the ordinary slow firing and realizes an economy in fuel which is astounding.

The process appears to be "too good to be true," except in so far as regards the low temperature required for the fluxing of some enamels. Most ware contains so much combined water that the production of steam within the pores would alone cause breakage, no matter how much the goods were dried before firing. The metal of which the cases for holding the ware are made is not named, but it is difficult to imagine what it can be, as all ordinary metals would fail at the high temperature at which porcelain biscuit is fired, and Dr. Garros' furnace must be hotter

than this in order that the rise in the temperature of the ware may be sufficiently rapid.

It may be, of course, that we are included amongst the large number of those who (Dr. Garros states) "have not a sufficient education, or do not possess a mind capable of at once perceiving the value of new methods which later become of classical importance; but a few experiments of our own on ordinary earthenware have failed to confirm Dr. Garros' statement, whose work on this subject we should scarcely have noticed had he not done excellent work in other directions, and were it not for the fact that a paper published by a graduate in science from a French university and a laureat of the Institute of France should always be received with a certain amount of respect—*London Pottery Gazette*.

A NASTY FALL.

AS John Derrick, confidential secretary to M. G. Bryce, of the United States Glass Co., Pittsburgh, was about to walk up the steps of his home in that city last week he slipped on the ice with which the pavement was coated and fell heavily, striking on his head. A number of stitches were required to close the wound, and he was compelled to remain away from his desk for about a week.

IN RE NEW JERSEY CUT GLASS CO.

THE New Jersey Cut Glass Co., of New York and Newark, failed in December, 1908. Its affairs have been before the courts ever since, a thorough examination has been had and a great deal of testimony taken. It appears that a brother of the president of the bankrupt company and a former officer of the concern received a preference amounting to about \$4,000. Suit is to be brought in an effort to recover this amount. The trustee is also going to endeavor to compel Max Blau, one of the company, to return \$2,000 which it is claimed he wrongfully took from the concern. This litigation will delay settlement for a long time, but if successful will result in a larger dividend being paid to creditors.

TRY IT YOURSELF!

THE salesmen you see joking with the boss and wearing the latest-cut clothes are not just "lucky." They owe their position to close application to business and heaven knows how many nights of overtime work. They had ambition, and worked hard for their reward. They went at it "hammer and tongs."

Among the Potteries

East and West

East Liverpool and vicinity. Whether to pay the increase demanded by the gas corporations for kiln fuel or to place every kiln in the district on coal is a hard question for the manufacturers to settle. One said to the CROCKERY JOURNAL representative that to use coal would mean a saving to him of \$3,500 annually, while another stated that inasmuch as gas had been in use so long the younger kilnmen would have to work differently when it came to wadding saggers. A meeting of the Western Manufacturing Potters' Association was held here last Friday night and discussed the matter. That coal will be in use generally hereabouts within a fortnight is the general opinion of all manufacturers.

W. C. Browne, who has just completed a very successful trip through the Middle West in the interest of the Potters' Co Operative Co., was joined by T. A. McNicol last Saturday and together they will spend three or four weeks working the Northwestern territory, opening this week in Chicago.

Coopers of the local pottery district were engaged in an odd strike during the past week. A dozen or more coopers identified with the Free Methodist Church refrained from joining the union because of their church laws. Those belonging to the union were told by the International Union not to work with the non-union men. Hence the strike.

The "Glendora" dinner shape of the Cartwright Bros. is having a remarkable run. It is being shown in over twenty treatments, many of which are exclusive. The sample room of this plant is being remodeled and improved, and several new items the company is now preparing will be shown within a few weeks.

The capacity of the decorating department of the Smith-Phillips China Co. has been so increased that orders for open stock are being shipped within thirty days from date of receipt. All efforts are being made by this company to avoid delay in making shipments. At a meeting of the directors last week E. R.

Colclough was made assistant secretary—a position recently created. He has been bookkeeper for the past four years.

Demand for yellow and rockingham ware continues excellent. While there is a very good business now, within a month the country trade will be buying stronger yet, and the manufacturers are preparing for an unusually busy season.

Among the buyers in the district during the past week were Mr. Shearer, of the Malden (Mass.) China Co., and a representative of the Morris Co., Bluffton, Ind.

New colored inserts are being issued by the Knowles, Taylor & Knowles Co. for their loose-leaf catalogue. From eight to ten pages will be required to show the new treatments in the dinner lines.

James Tams, president of the Greenwood Pottery Co., who recently underwent a successful operation at St. Francis Hospital, left this city on Monday for St. Augustine, Florida. Mr. Tams has greatly improved in health since the operation, and his trip to Florida, which will extend well into the summer, will doubtless aid him materially in regaining strength.

Francis B. Lee and Huston Dixon, president and secretary respectively of the Trent Tile Co., are representing that concern at the annual convention of tile manufacturers in Chicago.

The Tatler Decorating Co. is enjoying an exceptionally good business on its new lines of toilet and souvenir goods. This concern is also going into the dinner ware business quite extensively and has just brought out several new rich patterns which people who have seen them claim are equal to French goods.

Edward C. Stover, of the Trenton Potteries Co.; Charles Weelans, of the Monument Pottery; George

Sincoe, of the Cook Pottery Co.; W. J. and R. K. Bowman, of the Mott Iron Works, and Everett Townsend, of the Robertson Art Tile Co., attended the annual convention of the American Ceramic Society in Pittsburgh this week.



Jacob Burgy has resigned as
Zanesville, O. superintendent of the Ohio pottery,
and will travel for the Zanesville-
Crooksville Sales Co. He is succeeded by Chas.
Smith.



Parties from Findlay, O., ex-
New Cumberland, pect to close a deal here soon
W. Va. for the purchase of the old
Chelsea pottery of six kilns
capacity, which has been inactive for months. An
offer of \$22,000 for the plant, "lock, stock and barrel,"
has been accepted by the bondholders, who, it is re-
liably reported, are willing to lose \$25,000 to see the
plant in operation.



At the annual meeting of the stock-
Coshocton, O. holders of the Pope-Gosser China
Co. the following officers were
elected: President, I. Bentley Pope; vice-president,
William Burns; secretary-treasurer, Charles Gosser.
The board of directors consists of the above and
Will I. Pope, C. B. Hunt and John C. Carling.
Annual reports showed the company to have had a
very successful trade during the year.



Stockholders of the East Pales-
East Palestine, O. tine Pottery Co. elected the
following board of directors at
their annual meeting, held recently: W. S. George,
John S. Stoddard, R. N. Chamberlain, R. N. Logan
and W. C. Wallace. The board organized by electing
these officers: President, Will S. George; vice-presi-
dent R. N. Logan; secretary R. N. Chamberlain;
treasurer, W. C. Wallace.

* *

The capital stock of the Continental China Co.
has been increased from \$100,000 to \$300,000.



Potteries hereabouts can be bought
Salineville, O. cheap, if one may judge from the
price paid for the plant of the Dres-
den China Co., which was offered for sale Feb. 3 and
was bought in by the bondholders for \$11,401. The
chattels, such as office furniture, etc., fetched an ad-
ditional \$900. The property would have without
doubt been bought by outside interests had it been in
better condition. Several hundred dollars spent re-
pairing the roof would have added thousands to the

value of the property. Whether or not the bond-
holders will operate the plant or resell it has not been
decided. A short time ago it was appraised at \$40,000.

THE OTHER SIDE.

An Answer.

WHO doesn't own a diamond pin?
The Seller.
Who doesn't wear a vacuous grin?
The Seller.
Who takes the buyer out to dine
Where music cheers and bright lights shine?
Who "ponys up" for all the wine?
The Seller.

Who doesn't sport a "classy" vest?
The Seller.
Who doesn't strut and swell his chest?
The Seller.
Who doesn't strive to let you know
That he is really all the show?
Who isn't puffed with bluff and blow?
The Seller.

Who plants the crops that others reap?
The Seller.
Who plans new goods while buyers sleep?
The Seller.
From overwork who's nearly dead?
Who has scant hairs upon his head?
Who'd like the buying job instead?
The Seller.

Who is the man bang-up to date?
The Seller.
Who knows the trade in ev'ry State?
The Seller.
Who feels the pulse of business throb?
Who bargains well, but doesn't rob?
Who keeps the buyer in his job?
The Seller.

J. S. B.

MY! BUT HE WAS DOING BUSINESS.

DURING a lull in the trade of Charles Krauss, who
conducts a crockery emporium at 3479 Third
avenue, this city, he was pensively flicking off Bronx
real estate from his stock when a gentleman entered
and ordered about three hundred dozen off the best
china plates in the house to be sent to his cafe in a
nearby street. Whistling blithely, Charlie packed the
crockery, and, instructing the truckman to be careful,
turned to his desk and began to make out orders to
the factory looking to a replenishment of his stock.

When the truckman reached the saloon he found
about six others, all making unprintable remarks. It
seems that John Beyen, the gentleman who placed
the handsome order, is inclined to be imaginative,
and under the impression that he owned the cafe
where he put in his time serving drinks he visited
several stores and ordered supplies. He is now in
the psychopathic ward at Bellevue, while Charlie is
slowly recovering at his home.

Around the Glass and Lamp Factories.

All ideas of the annual glass and pottery exhibit being removed from **Pittsburgh and vicinity.** this city to either New York or Chicago have been dropped—the exhibit which recently closed being the final test. For the past two years a number of salesmen and manufacturers have been in favor of taking the show away from Pittsburgh, but now all have come out strongly in favor of the “Smoky City.” It must be said, however, that the desire is strong to have a uniform time set for the display—an even four weeks. Two weeks are said to be too brief, and three weeks not long enough. The majority of the reservations so far made at the Ft. Pitt hotel for 1911 are for four weeks.

Edward J. Minnemeyer, Jr., representing the Westmoreland Specialty Co., was the last of the exhibitors to leave the Seventh avenue Hotel, and R. G. West, representing the Higbee Glass Co., of Bridgville, was the last to leave the Ft. Pitt. Mr. West had buyers up to the night of Feb. 3. Mr. Minnemeyer started on his Western tour from this city.

Frank B. Lawrence, of the Fostoria Glass Co., is now working Western territory. His stop in St. Louis was most successful.

The last buyer to place an order during the recent glass exhibit was the representative of M. Sellers & Co., Portland, Ore. It was given while the samples were being packed for shipment back to the factory.

The souvenir glass trade this season is the heaviest of any time during the past three years. The several plants in and about this district are receiving many inquiries about lines, and some buyers have gone so far as to ask for exclusive propositions.

The Higbee Glass Co. was the first to open at the annual glass show this season and the last to close, and there was business doing all the while.

An interesting visitor at the glass exhibit during its closing days was A. A. Phillips, secretary-treasurer of the Indiana Glass Co., Dunkirk, Ind. He was a

guest of Thomas H. Lohr, who was in charge of the company's Pittsburgh display. Mr. Phillips is very optimistic over the outlook for business during 1910. He says the factory is running to capacity, orders for all lines being good.

S. F. Elkins, of the Elkins Glass Co., has gone on a trip through Western New York and Canada in the interest of the Jefferson Glass Co., Central Glass Co., and the Eagle Glass and Manufacturing Co. He will be out four weeks.

Elmer Walling, formerly salesman for the Seneca and Cambridge glass companies, is making a Western trip now for the Duncan & Miller Co., of Washington, Pa., in place of Walter B. Lindsay, who is taking a vacation for the benefit of his health.

The Tarentum Glass Co. is showing a number of new items in the Varona table line, among which is a most extensive assortment of jugs. The Varona punch bowl is also now being shown in two sizes.

The vase line of the Lancaster Glass Co. is proving very popular, and will be augmented from time to time with a number of new treatments.

At the annual meeting of the Phoenix Glass Co. on Tuesday afternoon the following officers were elected: President, Thomas H. Howard; vice president, A. H. Patterson; secretary-treasurer, E. P. Ebberts; sales-manager, E. H. Peck. The board of directors is composed of the foregoing, together with J. M. Shields and W. G. Stewart. Messrs. Patterson and Peck, who are both here, will spend several days at the different factories of the company before returning to New York.

Trade conditions with the United States Glass Co. are the best ever. All the plants of this company are in operation.

The new “Radium” glass of the **Millersburg, O.** Millersburg Glass Co. has made a decided “hit” with the trade, and is being ordered even more liberally than the

company anticipated—much to the gratification of J. H. Fenton, its creator. Harry F. Webber started on the road immediately after the display at Pittsburgh was closed.



When I. J. Collins conceived the Lancaster, O. idea of placing a "Billiken" shaker on the market he had no idea that it would go so rapidly. Fact of the matter is, sales of the shaker have been so heavy that additional efforts have had to be put forward to care for the business. The "Billiken" is gilded, and is sold as a popular-priced article.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 8, 1910.

ANTWERP		
360 packages glassware	.....	B Gunthel
28 "	"	Fensterer & Ruhe
40 "	"	Graham & Zenger
28 "	"	Miscellaneous Orders
43 " chinaware	.....	Vogt & Dose
81 "	"	Theodore Haviland & Co
5 "	"	Bawo & Dotter
119 " earthenware	.....	L Straus & Sons
38 "	"	L D Bloch & Co
9 "	"	J Wygand & Co
15 "	"	O Goetz
3 "	"	Koscherak Bros
44 "	"	G F Bassett & Co
86 "	"	Geo Borgfeldt & Co
28 "	"	Bawo & Dotter
12 "	"	Strobel & Wilken Co
41 "	"	Miscellaneous Orders
19 " toys	.....	Strobel & Wilken Co
4 "	"	R H Macy & Co
7 "	"	Miscellaneous Orders

BREMEN		
3 packages glassware	.....	L Straus & Sons
17 "	"	L D Bloch & Co
14 "	"	A Steinhardt & Co
31 "	"	Strobel & Wilken Co
277 "	"	Miscellaneous Orders
24 " chinaware	.....	C E Wheelock & Co
108 " earthenware	.....	Geo Borgfeldt & Co
7 "	"	Bawo & Dotter
12 "	"	F W Woolworth & Co
21 "	"	L Straus & Sons
1 "	"	Lazarus, Rosenfeld & Lehman
81 "	"	Knauth, Nachod & Kuhne
49 "	"	Strobel & Wilken Co
9 "	"	Miscellaneous Orders
235 " toys	.....	Geo Borgfeldt & Co
30 "	"	L H Mace & Co
10 "	"	F A O Schwartz
82 "	"	Strobel & Wilken Co
61 "	"	Miscellaneous Orders

HAMBURG		
69 packages toys	.....	Strobel & Wilken Co
28 " earthenware	.....	"
24 " glassware	.....	"
68 " toys	.....	"
3 "	"	Miscellaneous Orders
6 " harmonicas	.....	Strobel & Wilken Co
32 " chinaware	.....	C E Wheelock & Co

COPENHAGEN

125 packages toys.....Geo Borgfeldt & Co

TRIESTE

305 packages glasswareA L Crawford
60 " "Miscellaneous Orders

ROTTERDAM

29 packages earthenware.....Geo Borgfeldt & Co
31 " "Bawo & Dotter
41 " "Lazarus, Rosenfeld & Lehman
2 " "Miscellaneous Orders
17 " "F A O Schwartz
54 " "Miscellaneous Orders

LONDON

10 packages toys....Geo Borgfeldt & Co
20 " "Strobel & Wilken Co

LIVERPOOL

11 packages toys.....Strobel & Wilken Co
58 " chinawareC E Wheelock & Co

HAVRE

2 packages chinaware.....Theodore Haviland & Co
1 " "J Pouyat Co
2 " "Geo Borgfeldt & Co

SOUTHAMPTON

25 packages chinaware.....L Straus & Sons
5 " "Bawo & Dotter
8 " "H Creange
5 " "F W Jenkins & Co
1 " "Lazarus, Rosenfeld & Lehman
4 " "J H Venon

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

80 packages earthenware.....Jones, McDuffee & Stratton Co
36 " "Mitchell, Woodbury Co
3 " "Richard Briggs Co
16 " "A W Chesterton
7 " "E Boote
45 " "Miscellaneous Orders

AT PITTSBURGH.

THE import lines of Kinney & Levan were cleverly arranged in the Century Building here during the past week by Watson W. Lang, who is in charge of the Pittsburgh office. The dinner patterns are from the K. & L. potteries abroad, and are noted for their exclusiveness and neatness. The enlargement of the local showrooms has given the firm space for a greater display of their imported china and domestic glass lines, which is the largest of the character ever maintained here.

Ernest D. Wetton, representing C. Dorflinger & Sons and the Honesdale Decorating Co., was at the Hotel Henry during the past week. The new patterns of both concerns attracted unusual admiration. Mr. Wetton is now working West.

Arrangements have been made by Sibley, Lindsay & Curr for an exhibit in the Century building,



BARGAINS FOR IMPORT.

THEY ARE THE TALK OF THE TRADE.

Full Cut Open Salt, 1 $\frac{3}{4}$ inch diameter,	\$ 9.00 gross.
Colonial Cross Cut with Cut Glass Top,	16.50 "
Colonial Cross Cut Salt and Pepper with Pearl Top,	16.50 "
Full Cut Toothpick,	16.50 "
Full Cut Mustard with Cover,	2.90 doz.
Full Cut Oil Cruet, 7 $\frac{1}{2}$ inches high,	5.00 doz.



"BEAUTIFUL,"

"ELEGANT,"

"NIFTY,"

"NEW."

These are some of the expressions indulged in by the buyers who are in search of the latest designs in Cut Glass Salt and Pepper Shakers when they see our 1910 line.

GEO. H. BOWMAN CO.,

CLEVELAND.

NEW YORK.

Pittsburgh, this spring, in charge of Mr. Harkness. Last year it was at the Monongahela House.

* * *

C. A. Postley, representing Leo Schlesinger & Co., New York, was also at the Hotel Henry.

WINDOW DRESSING.

MONEY spent in window dressing is regarded by every successful retail merchant as a necessary expense in conducting business. This expense does not necessarily have to be large to produce results. The amount depends entirely on the class of trim put in a window and the judiciousness of the merchant.

Where a window is the sole or principal mode of advertising carried on by the dealer he should spend considerable time planning out his displays and seeing that the completed trim represents the store as he wants the public to regard it.

A store situated on a busy thoroughfare will find the best paying display to be one showing a large amount of stock. The reason for this is that it will be subject to close scrutiny. Elaborate attention must be given to the smaller details in a window of a store so situated. A few signs carelessly uneven or tilted can destroy the best display ever installed. Special bargains or novel stock can be given generous space, although where the whole window area is given up to either results never are satisfactory. The buyer not appealed to by the special offering displayed is hardly apt to come in and seek what is desired. He or she becomes more or less under the impression that it is not handled. However, where a multitude of crockery and glass is shown the impression is the opposite, even where the article desired is not in the window.

The principal figure or center-piece should be on the eye level. This is a cast-iron rule with every window trimmer who knows his business. The science of window dressing comes in where the completed display strikes the eye in passing and creates interest. The goods, prices and appearance of the store do the rest.

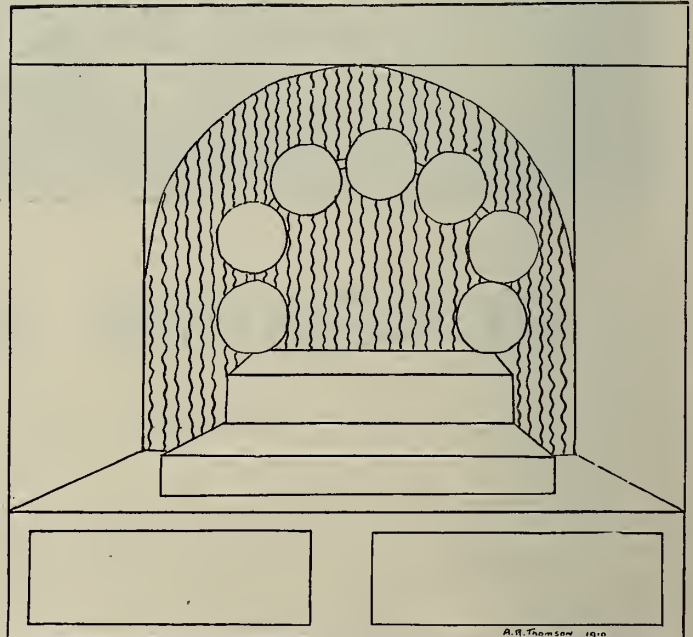
Where a shop is not so happily situated and is either on a quiet block or on a side street near the crossing of some busy avenue the display must be fixed differently. The window should be dressed so that the construction scheme attracts from across the street. For instance, if the scheme is a semicircle of plates as a background for other stock it should be so made that it can be readily discerned from a distance.

The best window for regular trims is one having no permanent fixtures, as it can then be changed completely in appearance and present a continuous novel and up-to-date look.

A good assortment of tools will aid considerably in making a fine display, but the writer has installed

some sales-producing trims with nothing but a hammer and saw, some nails, thumbtacks, plenty of wood (from packing cases), and variously-colored rolls of crepe paper.

One trim put in a Brooklyn store was made in the following way: The window floor was covered with white crepe paper. Two steps or shelves were erected made from packing cases and covered with the same material. A single band of purple paper was then secured with tacks so that it covered the edges of each step. A semicircle of peach basket



tops covered with white paper having a diagonal stripe of purple and nailed together was then installed, resting on both ends of the top step. The window was then filled with glassware and crockery, special attention being given to artistic placing.

After the display was in an ordinary large hoople was cut and stretched across the rear with the ends nailed to both sides of the window, forming an arch above the semicircle of plates, as shown in illustration. This was covered with paper, and strips of alternating white and purple were secured with thumbtacks along the hoople so that they hung down, reaching the window level. These strips were then twisted and the other end of each fastened to the window floor, making an exceedingly striking background.

This display can be put in by any merchant without the assistance of a professional trimmer, at a cost of considerably under a dollar.

GERMANY BUYS OUR GLASS.

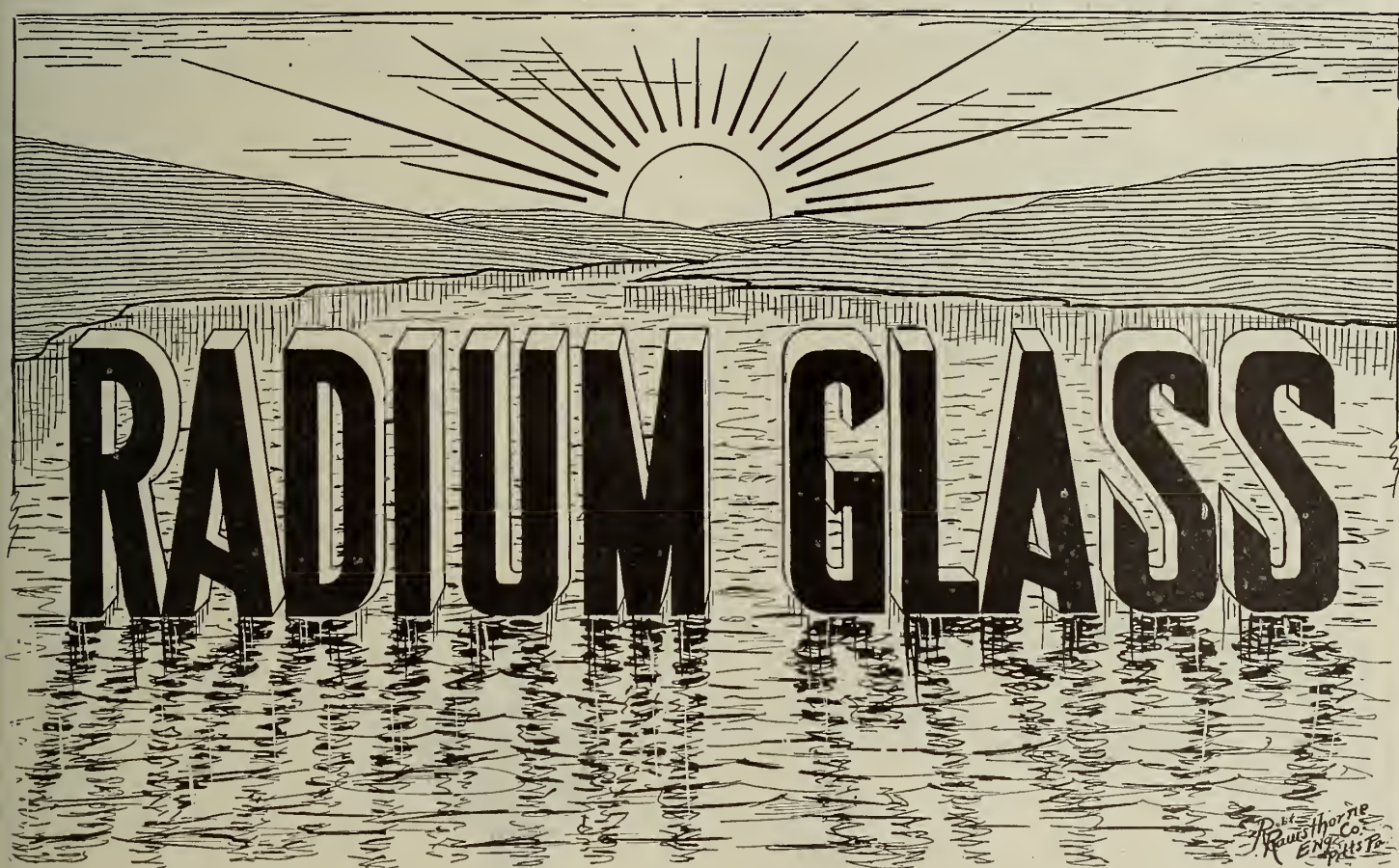
A MARKET for our rich cut glass has been discovered in Germany. Chas. H. Dorfinger, who recently returned from that country, says the wealthy Germans have dropped the stein and are going in for champagne. Over here the Germans are supposed

THE

Millersburg Glass Co.,

MILLERSBURG, OHIO,

Creators of new and exclusive
things in GLASSWARE.



Buyers at the Pittsburgh display (and there were many of them) declared RADIUM GLASS the BEST IN THE MARKET.

RADIUM GLASS commanded the most liberal orders from all.

THE REASON is that RADIUM GLASS is the best to be had, and the PRICE is RIGHT for a quick turn.

Write us for more information. DON'T DELAY.

to be very economical, or at least careful," he said, "but when the wealthy Teuton spends his money he throws it around. He drinks French champagne like water. Berlin is the finest city in Europe, and in ten years it will have taken the place of Paris as the resort of Americans. I found in Berlin a strong desire for rich goods. A few years ago Germany was looked upon as poor. We have never tried to sell glass over there before. But now they want the very richest glass we can turn out."

BUSINESS BRIEFS.

E. Thompson has opened a lamp and candle-shade store at 1224 Locust street, Philadelphia.

Treyz, Yager & Co., wholesale crockery, glass and housefurnishings, Binghampton, N. Y., have been succeeded by W. H. Yager & Co.

The Siegel-Cooper Co., this city, are conducting their semi-annual sale of porcelain, china and cut glass, and have been drawing large crowds this week.

A. Finkenberg, 2279 Third avenue, this city, has added a china and glass department. Gus. Greenspan, formerly with J. Kohn, at Rockaway Beach, is the buyer.

L. Reusche & Co. have decided to maintain a permanent stock of colors at East Liverpool. Geo. E. Buxton, for many years with the Harker Pottery Co., is in charge.

Geo. L. Abbott has withdrawn from J. Hoare & Co., cut glass manufacturers, Corning, N. Y., and the business will be hereafter conducted by his former colleagues, Jas. Hoare and Hasell W. Baldwin.

China Hall, Boston, which was started a year and a half ago by Vorenberg & Co., with John J. Reed as buyer, has discontinued business. Mr. Reed left them last fall. Houghton & Dutton purchased the entire stock.

Wm. H. Plummer & Co. will give up their Twenty-second street store and consolidate with the establishment on Thirty-fifth street, where they have taken the entire building. The change will be made on or before May 1.

A force of workmen is busily engaged in getting the new home of the Ogden-Bailey Co., furniture and housefurnishings, Trenton, N. J., in shape for occupancy, and in all probability the company will take possession about the middle of March.

W. H. Grimmell's Sons, Williamsburgh, N. Y., have doubled their capacity by taking in the stores 62 64 North Tenth street, in addition to 61-63 North

THREE

Names of countries: England, France and Denmark!

Then comes to mind three names of China: Royal Crown Derby, **AVENIR**, and B. & G. Copenhagen—characteristic, and types of cultured taste.

F. W. JENKINS & CO.,

42 Park Place.

EVER NOTE OUR FINISHES?

No Phoenix lamp is slighted at any point, even though the price is low. This perfection in the little details makes the Phoenix line distinctive.



The big New York showroom has nearly everything in the lighting glass line.

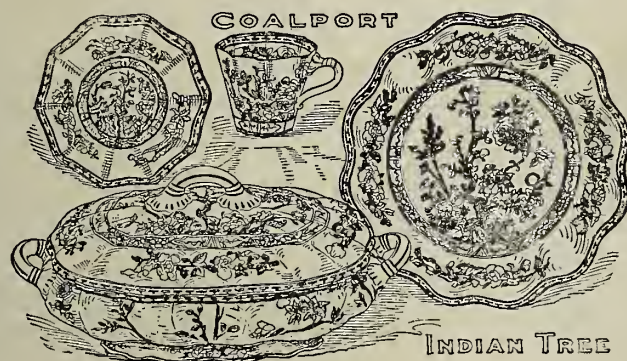
Let us show you through.

THE PHOENIX GLASS CO.,

15 Murray Street, New York.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

EDWARD BOOTE,

46 West Broadway, New York,

Sole Agent for the United States and Canada.

CAULDON CHINA.

The new samples are now on display. We invite an early inspection of the line, which is larger, handsomer, and more varied than ever before.

From WOOD & SON are shown many new patterns at interesting prices

Ninth street, which they now occupy. The firm claims to be the oldest jobbing house in Greater New York, having been established in 1878.

MISSING.

A NUMBER of cut glass men in the District are anxious to learn the whereabouts of Robinson & Sampson, who opened as manufacturers' agents at 47 Norfolk street, this city, during the latter part of November, but who have removed from that address. Many inquiries have failed to locate them. Quantities of cut glass were ordered by the firm from several manufacturers, but to what extent deliveries were made has not been definitely ascertained. At least one shipment was held up owing to the suspicions of a New York representative. Inquiry at 47 Norfolk street developed the statement that the stock had been removed about 5 p. m., Sunday, Jan. 30. Ike Robinson, of the firm, was formerly employed for a short time by M. White, 163 Bowery, and also by the J. Rogers Silver Co. Sampson was formerly a pawnbroker's clerk.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A No. 1 cut glass salesman to sell low, popular-priced line on salary or commission. Must come well recommended. State age, experience, salary, etc. Address A No. 1, this office.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession February 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

BUSINESS OPPORTUNITIES.

IMPORTANT firm of glass importers require agency of manufacturer of American pressed glass suitable for export to United Kingdom. Have large offices and showrooms in London. Offers to be addressed to M & J. GUGGENHEIM, 70-71 Fore St., London, E. C., England.

Ai crockery salesman wants popular-priced line American dinnerware and specials adapted to the scheme and department store trade. Metropolitan district, New York. Commission basis only. Address C. W. S., this office.

CHINA AND HOUSEFURNISHINGS.—Tenant for basement 100 x 100 feet, in live Western town of 100,000. New, fire-proof building. \$10,000 to \$15,000 required. New department in established dry goods business. No competition for live dealer. Address BASEMENT, this office.

WANTED—in Chicago and Denver—commission man handling domestic pottery or glass, to sell a line of imported china. Special values in assorted packages, also open stock. Address Box 710, this office.

TO MANUFACTURERS OF AMERICAN PRESSED GLASSWARE.—Experienced salesman selling specials—only four or five articles, but a lot of each—to people who have never sold glass desires connection on commission basis with American manufacturer. Address FAIR PLAY, this office.



We have on display several lines in fine Bavarian and German

WHITE CHINA FOR IMPORT.

We also carry these lines in stock, and dealers placing their import orders with us are at liberty to draw on our stock for special requirements and matchings—at a slight advance over import price.

Come in and inspect our exhibit of "Palatin" Bavarian china—it's a wonder for the price.

The ART CHINA IMPORT CO.,

Thirty-Two and Thirty-Four West Twentieth St.,
NEW YORK.

HUGO H. FREUDENFELS, Manager,
formerly with Balvo & Dotter.

The Lancaster Glass Co.,

LANCASTER, OHIO,

MANUFACTURERS OF

Tableware, Lamps, Tumblers.

Opal Decorated Ware of every description.

LA PORCELAINE LIMOUSINE

PL
LIMOGES
FRANCE

Formerly

M. REDON.



LIMOGES CHINA



ALFRED G. MOMENT, Agent, 25 W. Broadway, N. Y.



NEW YORK, FEB. 17, 1910.

THE CONDITION OF BUSINESS.



Although the city is crowded with **New York** buyers, there is complaint in some directions that business is not good. On the other hand, a few people have all they can do to wait on trade. This is a very common experience, and should not cause surprise nor excite fear as to the ultimate results. Several things conspired to make the latter half of last week dull. On Thursday and Friday the wholesalers were in convention with the English importers, and Saturday was a holiday. This week started off in better shape. The large retailers are beginning to come in numbers now, together with out-of-town department store buyers.

The New York department store men, as usual, are lagging. In half a dozen instances last week attempts to induce them to visit the warerooms or look at goods were met with the reply, "Our orders are not to buy now, and when we do so to purchase very conservatively." How, in the name of all that's reasonable, can an establishment that puts off acquiring a stock till the best of everything is gone, and then buys so conservatively that it cannot have a proper variety, ever expect to succeed? Of course, the old retort is made that there are always goods to be had, and plenty of them. Nevertheless, it is indubitable that those who depend on this stock to draw from get only leavings. True, there is always stock, and always will be. But what kind of stock?

Certainly the desirable goods are not always found in it.

As a whole the buying so far this season is eminently satisfactory. The bulk of the business done by the jobbers is considerably in excess of last year, and the retailers have bought very much more heavily.

The men on the road have varied experiences: some an excellent trade: others only fair. But in very few instances have sales fallen below last year, while in most there has been a very substantial increase. Those who were out early in January met with the obstacle of stock-taking, and those who did not get back to New York before the second week in February found many of their buyers in this city.

Reports from the domestic centers are all that could be desired.

Retail trade shows a decided improvement this week. Cut glass is moving rapidly, and china shows an increased demand. Earthenware is normal.



When buyers complain about slow **East Liverpool and vicinity.** shipments and inability to get their orders through on scheduled time the manufacturers are pretty busy. And that is the case here now. There are no

idle potteries hereabouts. Conditions are favorable for an exceptionally active spring. The prediction is made in many offices that 1910 will be one of the record years in the American pottery industry.

The potteries here continue busy. The **Trenton.** reports of the traveling salesmen indicate that larger orders than last year at this time are being booked. Orders are plentiful in every plant, and all the business that can be handled is being received.

There has been little, if any, change in the condition of the glass business **Pittsburgh and Vicinity.** during the past week. All factories are running full. Mail orders are quite up to those of January. Salesmen are not complaining.

Early-season business is brisk **Steubenville, O** with the potteries in this locality, and also in Toronto. Orders are plentiful, both from the salesmen and through the mails. Manufacturers are working hard to keep up stocks.

VALEDICTORY.

THE Edward Norton Co., Burlington, Vt., subscribers to the CROCKERY AND GLASS JOURNAL almost from its inception, have discontinued business. As they go they gracefully waft us the following:

BENNINGTON, VT. FEB. 14.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir—Enclosed find check to pay for advertising and JOURNAL to date. Were we to continue in business we certainly should remain as subscribers, for we consider it the best paper of this kind and have found its pages very valuable as a business adjunct.

Your ads bring results. We put one in for two weeks—sold the articles advertised, and now have our money. Well pleased with the outlay.

Yours truly,
THE EDW. NORTON CO.

We couple our thanks with regret that the business loses a concern capable of such courtesy and consideration. It has been an honor to have had them on our books.

DEALERS TO HELP PAY R. R. FARES.

FIVE of the largest wholesale dealers and jobbers in pottery and glass in Minneapolis and St. Paul are concerned in the Twin City Wholesalers' and Manufacturers' trade excursions now being run into those cities. No reduced fares are granted, but the Association is refunding the difference between the full fare and what would have been a reduced rate.

The dealers interested are the Burley & Tyrrell Co., McDonald Bros., Ogden, Merrill & Greer, G. Sommers & Co., and the Western Supply Co.

FELL FROM FOURTH STORY.

THE fact that James Girdwood, a mining broker, happened to be passing down Warren street on Tuesday was all that saved John Kauffman from instant death. The latter was cleaning a window on the fourth floor of L. Straus & Sons, when he lost his hold and fell, landing on the shoulders of Girdwood. His injuries were serious and he was hurried to the Hudson street hospital. Beyond being badly bruised Girdwood was unharmed.

OBITUARY.

HARRY-PODMORE, superintendent of the Empire pottery, Trenton, N. J., died at his home in that city last Monday after an illness of five months. He was sixty-two years old. He is survived by a widow and two sons—Arthur, superintendent of the Camden Pottery Co., and William, a modeler and designer at the Empire.

PLEASANTLY REMEMBERED.

A LITTLE celebration took place in the hotel department of L. Straus & Sons on Wednesday, owing to the birthday anniversaries of two employees falling on the same day. Miss Julia Farrell and H. V. Keenan received many cards, and found their desks buried in flowers.

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

11 packages earthenware	.....	Jones, McDuffee & Stratton Co
162 " "	.....	Stone & Downer Co
10 " "	.....	Richard Briggs Co

HAMBURG

10 packages earthenware	.....	Jones, McDuffee & Stratton Co
23 " "	.....	L Wolf & Co
32 " "	.....	F W Woolworth
4 " "	.....	W N Proctor & Co
5 " "	.....	Bawo & Dotter
1 " "	.....	J B Moore & Co
1 " "	.....	Ocean Transit Co
90 " "	.....	Boston & Maine Railroad
5 " "	.....	Miscellaneous Orders

ANTWERP

25 packages earthenware	.....	Jones, McDuffee & Stratton Co
10 " "	.....	C J Pierce & Co
1 " "	.....	A W Chesterton
2 " "	.....	L Wolf & Co
2 " "	.....	Mitchell, Woodbury Co
1 " "	.....	Miscellaneous Orders

HONG KONG

22 packages earthenware	.....	Jones, McDuffee & Stratton Co
31 " "	.....	Miscellaneous Orders

WOMEN WORKERS IN GLASS FACTORIES.

WE are in receipt of a volume entitled "Women and the Trades," (The Pittsburgh Survey) by Elizabeth Beardsley Butler, edited by Paul Underwood Kellogg. It purports to give the conditions of working women in the various industries in and about Pittsburgh. If the accounts are true about some of the workers the girls have a pretty hard time of it. We say "if they are true" because while Miss Butler admits that the women in the glass and lamp factories are better treated and have better surroundings than in any other industries, she shows a biased mind from the start, and has presented the very worst side of the case, so far as these workers are concerned. To hold up as examples women who are weak and hardly fit to work anywhere, and would succumb in whatever they undertook, is not fair. The writer of this review has frequented the glass and lamp factories for more than thirty-five years, and can assert that the women and girls in these establishments are as a class healthy, happy, not over-worked, and earn as good wages as, if not better than, those in other branches of industry.

WANTED, A VASE TO FIT A LID.

A FIRM of London curio dealers is offering a reward of \$500 to any one who can produce a vase of the right size and coloring to match a vase lid which is now in its possession. The offer of so large a sum is contained in the following advertisement, which has appeared in the leading London daily papers:—

"£100 Reward.—An old china vase, the property of a client, has unfortunately been smashed to atoms by a careless servant; the lid of the vase, however, was saved; the above sum will be paid to anyone possessing and willing to sell a vase of a somewhat similar character, or for a vase to match the lid, which may be seen by appointment. Please write in first instance, J. Rochelle Thomas, 11 King street, St. James', S. W."

Mr. Victor Rochelle Thomas, a member of the firm, explains that they had been searching for a vase lid for the last ten months.

"The lid mentioned in the advertisement originally belonged to a fine old Worcester vase, one of a pair which belonged to a client of ours, who is an immensely wealthy man, and a zealous collector of old china," he said. "Together the pair of vases would be worth, roughly speaking, a thousand guineas.

"The vase used to stand on top of a cabinet, until one day a servant, in some way which was never really explained, managed to send one of them crashing to the floor. The smash was so bad that the pieces weren't really worth picking up, save the lid, which had only suffered one fracture. What happened to the servant I don't know; but the collector brought us the lid, and commissioned us to find a

vase to fit it or else a new vase and lid complete to pair with the remaining one.

"What we have to find is a Worcester china vase, probably some one hundred and fifty years old, of hexagonal shape and about sixteen inches high. It should be decorated with exotic birds and flowers in red, green and gold, on what is called a blue scale ground.

"Now, we know definitely of the existence and whereabouts of some thirty such pairs of vases, but the trouble is that the owners cannot be tempted to part with them, even at the very high price which our client is prepared to pay.

"Here I should like to point out that the sum of a hundred pounds is not the amount offered for the purchase of the vase. This is only an inducement for anyone knowing of the whereabouts of such a piece of china to put us in touch with the owner, and it would be paid at once if by any lucky chance the piece matched the lid of the defunct vase, or even bore a close resemblance to the remaining one.

"The owner does not care what he spends in the search, and he has given us carte blanche to do anything we can. It would take too long to tell you of half the trouble and expense we have gone to during our quest."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Jan. 26, '10	Correspond- ing period 1909	Exports Jan. 1 to Jan. 26, '10	Correspond ing period 1909
Boston ..	529	515	....	....
New York ..	621	331	..	..
Baltimore ..	1018	1167	..	....
Philadelphia ..	457	393	..	....
New Orleans....	100	103	....	....
Newport News	55	224	....	....
San Francisco	....	....	....	....
Portland (Me.)	268	464	....	....
Galveston ...	61	10	....	....
Portland (Or.)..	....	..	....	....
Inland Points	117	95	....	...
Total	3226	3302	..	....

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 29, '10	Correspond- ing period 1909	Exports Jan 1 to Jan. 29, '10	Correspond ing period 1909
New York	142	117	648	277
Boston	68	66	431	473
Philadelphia.	149	180	427	298
Baltimore	98	328	1118	1103
San Francisco	....	....	....	....
New Orleans.	..	....	44	96
Portland (Me.)	....	51	123	305
Galveston	54	..	86	10
Newport News	...	88	55	224
Portland (Or.)	....	....	....	...
Inland Points	96	69	213	164
Total	607	899	3145	2950

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.MECHANICAL DEPT.,
TEL. 6724 CORT.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 17, 1910.

WHILE it is confidently believed that Japan will be placed among the favored nations and receive the minimum tariff rate, the proclamation of the President to that effect had not been made at the hour of going to press. It is almost certain, however, that there will be no change in the duties on Japanese goods.

BETTER ALL AROUND.

IT is not so very long ago that few manufacturers, either at home or abroad, felt certain that crazing would not show itself sooner or later. One batch of ware would come through the kilns all right, and the next draw might be all wrong. Sometimes it would be months before the ware crazed; again, it might go bad in a week. As is well known, crazing is the result of an unequal expansion and contraction between the body and glaze, and it has been the lifelong study of potters to overcome this difficulty. Within the last five years most of the problems have been solved, and now crazing is the exception.

In overcoming this fault others were cured, and a much better quality of earthenware is now produced, some of the ware being so fine in both texture and color that unless handled and examined carefully it is hard to believe that it is not china. In fact, one instinctively holds some of the light-weight ware to the light to see if it is translucent.

Owing to the improved body and glaze the ware takes color better, and there is a softness and beauty in the decorations not found in the productions of a

few years ago. The goods are more thoroughly vitrified, too, and "slipping" or peeling—another fault worse even than crazing—is now almost unheard of.

PERSONAL.

THE Claflin Syndicate, headed by George Lobsitz, was doing the District this week. There were nine in the jolly crowd that lined up. When they get into a place it is not as quiet as a church, by any means; and when the nine begin talking and laughing at the same moment there is a lively time. They are large buyers, and are looking for the best to be had. The force is composed of the following: Geo. Lobsitz, for Hahne & Co., Newark, N. J.; Miss Renton, McCreery & Co., New York; O. Phillips, McCreery & Co., Pittsburgh; J. W. Webb, Montgomery (Ala.) Fair; J. L. Lynch, Stewart Dry Goods Co., Louisville, Ky.; W. B. Stanton, Stewart & Co., Baltimore; M. J. Donahue, Lord & Gage, Reading; W. H. Congar, People's Store Co., Tacoma; Mr. Browning, Joslin Dry Goods Co., Denver.



Charles A. May, president of the Maddock Pottery Co., Trenton, N. J., accompanied by Mrs. May, left on Saturday for Cuba, where they will spend several weeks on a pleasure trip.



F. E. Bermas, who buys for H. Batterman, Inc., Brooklyn, was in the District on Tuesday to replenish his stock. He held a "sale" of china, glass and lamps last week which was the best he has had in a long time.



E. Kinney, who travels New York State for S. A. Weller, was visiting the local office this week.



Geo. H. and A. W. Wheelock, F. L. Reitz and a son of C. E. Wheelock, Peoria, Ill., completed a three weeks' buying expedition in the District last week, and returned to headquarters.



Arthur G. Smith, a former silverware salesman, has engaged with L. Hutson to cover the local trade for the Kohlus Cut Glass Co.



Victor Levoyer, who is covering New York, New Jersey, Pennsylvania, Maryland and Connecticut for A. Gredelue, is sending in substantial orders.



Ernest Johnson, of Johnson Bros., Hanley, Eng., gave a little dinner at the Waldorf to such of the firm's customers as happened to be in New York last

week. It was a jolly affair. Everyone was obliged to make a speech, and there was a lot of fun.



Louis Klayf, buyer for Bloomingdale Bros., sails for Leipzig Feb. 24.



J. P. Carling will be at the Grand Hotel, Broadway and Thirty-first street, until March 15 with a representative exhibit from the Pope-Gosser China Co., Coshocton, O.



Chas. Wapler arrived this week from Leipzig, where has been for some weeks looking over the foreign market.



A. H. Patterson, vice-president of the Phoenix Glass Co., returned to the New York office Monday after spending several days at the factory.



C. Kemp Gibson, who covers Canadian territory for the Phoenix Glass Co., returned to New York Tuesday after a five weeks' trip. He reports that the Canadians are buying liberally, owing to the immense grain crop harvested last season in Western Canada.



Mr. Browning is now buying for the Joslin Dry Goods Co., Denver, in place of Harry P. Newcomb, deceased.



Chas. B. Ott, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., is in town, and will be for ten days.



Huston Dixon, secretary of the Trent Tile Co., Trenton, N. J., was last week appointed Judge of the City District Court by Governor Fort.



F. W. Reichenbacher, the New York cut glass man, has been called to Honesdale, Pa., owing to the illness of his brother George, president of the Irving Cut Glass Co.



Frank Pierce, with C. H. Taylor, is home convalescing after an attack of the grippe. He expects to be out next week.



D. R. Marshall will be at the Quincy House, Boston, from Feb. 21 to 24 with a full line of samples from the Tarentum Glass Co.



Joseph Davis will be in Cincinnati, Indianapolis and Louisville next week with the Smith-Phillips line.



Chas. F. Binns, director of the New York State School of Clay Working and Ceramics at Alfred Uni-

versity, Alfred, N. Y., was in the District for a brief visit last week.



Geo. H. Woodworth, New York representative of S. A. Weller, is back at his desk after a ten days' struggle with tonsilitis and grippe during which he lost twenty-six pounds in weight.



F. G. Coover, with Miller & Paine, Lincoln, Neb., was among our office callers last week. Mr. Coover, it may be remembered, wrote the prize article, "The Buyer's Side of the Story," which appeared in our Holiday Number.



Miss Mann and Mr. McCoy, with Marshall Field & Co., Chicago, will sail on a buying trip to Europe February 24.



Mr. Neidhart has been appointed buyer for L. Blumstein, New York. He was formerly with Burden & Co., Greenpoint, Brooklyn.



William Elmer Green, assistant treasurer and one of the directors of the Cook Pottery Co., is engaged to be married to Miss Annie Hall Fisk, daughter of Pliny Fisk, one of Trenton's first pottery manufacturers.



A. Jasman, with the Meier & Frank Co., Portland, Ore., was a passenger on the Campania, sailing Wednesday.



Benjamin V. Henderson, of Blakeman & Henderson, sailed for Europe on the Minnewaska last Saturday. Mr. Henderson expects to be gone two months, visiting the factories in the interest of his firm.



M. K. Lindner and Fred Siem, with the Dohrman Commercial Co., arrived in town on schedule time. Mr. Siem will shortly sail for Europe.



Walter B. Elms, with the Broadway Department Store, Los Angeles, sailed for Europe on the Campania Wednesday. It's his maiden trip, and he is expecting great things.



Miss Williams has succeeded Miss Butcher as buyer for the Cohen Co., Richmond, Va.



Fred J. Faulkner, of Faulkner & Forbes, started out to make the New York central towns last week.



W. Henry Allen left Rockford, Ill., recently for Minneapolis, to embark in the glassware business. "Hank," as his friends call him, has a host of well-

wishers, and his latest venture is bound to pan out satisfactorily.



Wm. R. Noe, Jr., who sailed for Europe recently on his seventh trip, writes from Dresden that he will bring back a host of leaders in lighting glassware.



Frank R. Haynes, president of D. F. Haynes & Son, sailed for Bermuda last week with a party of friends.



W. S. George, president of the East Palestine and Canonsburg potteries, was in the District last week feeling the pulse of the market.



W. W. Harker, of the Harker Pottery Co., was in New York recently for a short stay.



Wm. H. Phillips, secretary-treasurer of the Smith-Phillips China Co., sailed for Spain February 6, accompanied by his wife. They will make a tour of other European countries also.



E. L. Bates, the New York glass and pottery sales agent, has been ill at his home in Newark the past week.



There is a gathering of the chiefs at the "White House" of Bowman this week. The arrivals include E. J. Vigneron, manager of the toy and fancy goods department at Cleveland; D. L. Bostwick, of the Detroit branch, and Chas. S. Ellis, of the Pittsburgh house. Vice-president Frank Bowman, of Cleveland, is due Saturday.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
February 15, 1910.

BREMEN

8 packages glassware.....	L Straus & Sons
34 " ".....	Samstag & Hilder Bros
21 " ".....	L D Bloch & Co
14 " ".....	A Steinhardt & Co
152 " ".....	Miscellaneous Orders
1 " earthenware.....	Geo Borgfeldt & Co
9 " ".....	Bawo & Dotter
80 " ".....	L Straus & Sons
18 " ".....	Strobel & Wilken Co
60 " ".....	Miscellaneous Orders
19 " t ys.....	Geo Borgfeldt & Co
13 " ".....	C B R uss
17 " ".....	F A O Schwartz
32 " ".....	Strobel & Wilken Co
156 " ".....	Miscellaneous Orders

ANTWERP

16 packages toys.....	Strobel & Wilken Co
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TRIESTE

510 packages glassware.....	A L Crawford
164 " ".....	Miscellaneous Orders

BORDEAUX

13 packages chinaware.....	Endemann & Churchill
1 " ".....	Geo H Bowman Co
212 " ".....	Haviland & Co
28 " ".....	A G Moment
60 " ".....	Wm Guerin & Co
17 " ".....	Miscellaneous Orders

CHRISTIANA

10 packages glassware.....	Geo Borgfeldt & Co
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COPENHAGEN

8 packages glassware.....	Fensterer & Ruhe
75 " ".....	O O Friedlander
110 " ".....	F Euler & Co
61 " ".....	Geo Borgfeldt & Co
24 " ".....	Miscellaneous Orders
1 " chinaware.....	C Kaas
32 " toys.....	Geo Borgfeldt & Co

GENOA

16 packages earthenware.....	H Creange
46 " ".....	Geo Borgfeldt & Co
1 " ".....	L Straus & Sons

HAVRE

116 packages chinaware.....	Theodore Haviland & Co
8 " ".....	Endemann & Churchill
61 " ".....	Wm Guerin & Co
70 " ".....	J Pouyat Co
6 " ".....	Miscellaneous Orders
139 " glassware.....	E Utard
55 " ".....	Miscellaneous Orders

HAMBURG

48 packages toys.....	Strobel & Wilken Co
29 " earthenware.....	" "
8 " glassware.....	" "
251 " chinaware.....	C E Wheelock & Co
4 " harmonicas.....	Strobel & Wilken Co

FIUME

12 packages glassware.....	J Palme
31 " ".....	F W Woolworth
9 " ".....	Koscherak Bro
93 " ".....	Miscellaneous Orders
2 " toys.....	L H Mace & Co

LIVERPOOL

11 packages earthenware.....	The Rowland & Marsellus Co
20 " ".....	G F Bassett & Co
15 " ".....	E Boote
3 " ".....	Ed Butler
8 " ".....	Lazarus, Rosenfeld & Lehman
16 " ".....	Maddock & Miller
9 " ".....	Meakin & Ridgway
9 " ".....	O Goetz
10 " ".....	W H Plummer
23 " ".....	W S Pitcairn
9 " ".....	L Straus & Sons
16 " ".....	R Slimmon & Co
29 " ".....	Miscellaneous Orders
16 " chinaware.....	C E Wheelock & Co
23 " toys.....	Strobel & Wilken Co
28 " ".....	Geo Borgfeldt & Co

LONDON

5 packages toys.....	Geo Borgfeldt & Co
18 " ".....	Strobel & Wilken Co
13 " ".....	Miscellaneous Orders
4 " glassware.....	J H Venon

SOUTHAMPTON

9 packages chinaware.....	C L Dwenger
3 " ".....	L D Bloch & Co
7 " ".....	Bawo & Dotter
5 " ".....	Ceramic Importing Co
36 " ".....	H Creange
13 " ".....	J H Venon
1 " ".....	F W Jenkins & Co
42 " ".....	Miscellaneous Orders

The New York Crocery and Glass District.

Bawo & Dotter have created quite a sensation with their housefurnishing goods line; and no wonder, for it is replete with good things. Among the numerous specialties to be found in their jobbing lines of china on the fifth floor is one that has met with instant approval—a bedroom breakfast service, consisting of an individual coffee pot, milk pitcher, breakfast plate, bread and butter plate, oatmeal bowl, egg cup, salt and pepper, and muffin dish. They have a dozen assortments of these, and buyers are taking them rapidly.

Cox & Lafferty are quoting some more prices. The buyer who does not watch their ads every week is missing something. The firm are having no trouble convincing the trade that it pays to specialize on certain lines. One line they are showing will soon be taken from their sample display on account of the heavy orders being placed.

Geo. Borgfeldt & Co. are making a very large display of Wuttenberg ware. This has for ornamentation fancy metal work on a hard body, silver or bronze plated, and also real bronze. The line comprises fancy baskets, bon-bons, fruit dishes, candlesticks, candelabra, stationers' goods, and all sorts of ornamental and useful articles. Besides being eminently artistic, the ware is practical, and offers good values. The firm are also showing an immense line of cut and rock crystal glass from C. Osler, Birmingham, Eng., in the Irving Place L of their building. They are sole agents for these two products.

At the Grand Hotel this week J. P. Carling is showing a full line from the Pope-Gosser China Co., Coshocton, O. Especial attention is called to the Louvre dinner service, which is claimed to be the culmination of the company's skill and experience. A single step further would put this ware in the rank of true china, and they would consequently have to charge china prices. As it is, they market it at semi-porcelain rates. Only the choicest selections are used; no imperfect ware is ever sent out on orders. Bakers and platters are footed, cups are hand-burn-

ished, and each piece of ware is required to come under a maximum weight before passing inspection. Rich gold-coin only is used. The pieces made in this shape are confined to the twenty-five essential ones of a dinner set, and for the present will be offered in but one decoration. In the other goods on display there are many handsome decorations in color and gold.

In Schierholz china Herman C. Kupper is showing a lot of fancy pieces in plain white that have the appearance of fine Parian marble. The modeling is superb, and the articles are as artistic as anything that comes to this country. The same things are shown with gold and colored decorations. But without disparagement to the color work it strikes us that the plain white is the better. Every dealer in fine goods should have some pieces of this ware on his shelves.

Geo. F. Bassett & Co. take the public into their confidence this week and tell how much "The Dinnerware House of America" has increased its business. The large gain shows that they must have wares that people want, and emphasizes the wisdom of specialization in merchandising.

Chas. L. Dwenger has added a very handsome line of Bavarian dinnerware which includes low and medium-priced sets. His regular lines are more than ordinarily good this year, particularly the white and gold decorations. He has a controlled fancy short line that is unique. It is round in shape, something like a ball, as far as such a shape can be utilized in pottery. It is very pretty, and its oddity makes it attractive. Many other new shapes are also to be found in the fancy lines.

One of the big displays this year is to be seen in the showroom of Julius Palme, where the cream of selections from fifty foreign factories is focused. The dinnerware lines from the best manufacturers in Carlsbad, Silesia and Bavaria are exceptionally well represented in the style of decorations so much in

demand this season, and are supported by their respective short fancy lines.

Small, substantially-built electric lamps in "modern stained glass" are the latest from the factory of J. Morgan & Sons. They are beautifully finished, strong, and the designs are very effective. The prices are another feature which is making them extremely popular.

The Geo. H. Bowman Co. quoted prices on salts and peppers last week that brought them business. This week they are quoting prices on specialties so low that buyers cannot help ordering. In their new store, the "White House," they are certainly making a very handsome display.

Cecil E. Taylor is at the New Grand Hotel with a fine display from the Knowles, Taylor & Knowles Co. The new shapes and decorations are far ahead of anything the factory has ever produced, and the dinnerware is very attractive. The New Grand is in a convenient location, and visiting buyers are cordially invited to call.

F. W. Jenkins & Co. are showing an array of Crown Derby plates ranging from \$7.50 to \$1,000 a dozen. In the expensive class is one of the handsomest white and gold plates that was ever brought to New York. Its design is quite out of the ordinary, being of fruits and flowers in heavy, raised paste gold. Not all the goods turned out by this factory are expensive, however. A line of underglaze prints in soft, deep blue can be had at a very low price. The firm have just issued an unusually handsome brochure devoted to historical reminiscences of Crown Derby china which will prove interesting to all dealers.

Vantine's white bone china, called by one enthusiastic buyer last week "the 'utmost' in china," is making a decided hit. Every buyer who sees it is impressed, and orders are more than merely satisfactory.

Buyers looking for something novel will do well to see the new line of Austrian earthenware vases at Strobel & Wilken's. The ornamentation consists of raised Egyptian figures, and the colorings are handsome. The Bacchanalian pieces in the "St. Kilian" line are having a good call, as are also the "Rheingold" vases.

Bradley & Hubbard have been making extensive improvements in their wareroom, and buyers who have been accustomed to the long sweep from Park Place to Barclay street will find a very great change. Three large apartments have been arranged midway between the two streets, occupying about one half of the easterly part of the room. These have been dec-

orated in different colors: one in light blue and white, another in terra cotta and oak, and the third in dark green. Portieres and rugs to correspond have been installed; the intent being to give customers an idea of how an electrolier, side bracket or lamp will look in surroundings as near like home as possible.

A new line of vases with shaded old brass bodies has been added to the Goodwin & Kintz Co.'s display. One of the new portables has a vertical fixture for the tungsten lamp—a feature absolutely necessary to insure durability.

Robt. Slimmon & Co. are showing from Bourne & Leigh the "Menton" pattern on the Royal shape in Persian effects, and an unusually attractive one which has a border in the same style with a half garland of roses on the shoulder. To use the vernacular of the day, they're among the cracker-jack sets of the season, and almost every buyer who has seen them has bought.

For the information of those who are asking what is the Sarreguemine ware shown by Frank & De Keyser, and why it is so famous, it may be well to state that its name is derived from the town of Sarreguemine in the historical German province of Alsace-Lorraine. From an obscure village it has risen to world-wide fame by the excellence of the brown and white glazed ware manufactured there, the chief characteristics of which are its uniform color and durability. Its greatest value lies in the fact that it does not craze when heat is applied. Another advantage is its light weight. The line carried by Frank & De Keyser is very complete, embracing round and oval casseroles, stew-pans, pitchers, bowls, French coffee biggins, teapots, and a variety of dishes in graduated sizes. In the sub cellar nearly one hundred bins are filled with this ware for immediate delivery. Orders are also executed for import when desired. Messrs. Frank & DeKeyser desire us to state that, notwithstanding the false rumors that are being circulated, they are in a better position than ever to fill stock and import orders on these goods.

Combination deep etched and cut stemware with new treatments has augmented the big display of A. P. Doctor from the Central Glass Works. The "Fifth Avenue" shape is made this year for the first time with drawn stems.

Kennard L. Wedgwood is showing some new fancy plates which are worth any dealer's attention. Those in white and gold, particularly, evince a care in execution only paid by artists of experience. In the color work much taste is shown in the harmonious blending of shades. The body and glaze are so well known that it is not necessary to speak of their good qualities. The array is so large and varied that any dealer can find something to his liking.

Among the Potteries

East and West

East Liverpool and Vicinity.

The Western pottery manufacturers will not act as a unit in the matter of firing their kilns with coal because of the 10 per cent increase in the price of gas, but as individuals. By April 1, it is said, all of the smaller potteries will be on coal, while the largest ones will probably continue to use gas, because the amount they consume will guarantee them the lowest rate announced by the gas companies. The coal companies have offered the pottery manufacturers a rate of eight cents per bushel, delivered at the pottery. The saving at this rate to the smaller potteries will be distinctly worth while.

* *

Among the buyers in the district during the past week were W. K. Conger, of Tacoma, Wash., and Terry McClosker, of Minneapolis.

* *

Local pottery manufacturers took an active interest in the deliberations of the American Ceramic Society this year. Several new firms were received into membership during the recent Pittsburgh meeting. H. E. Ashley, formerly of the Homer Laughlin plant at Newell, displayed about thirty lantern slides showing the trip of a piece of clay from the bin to the packing shed.

* *

Report has it that several pottery manufacturers from this city and Sebring, O., have been requested by the Zelenople, Pa., Chamber of Commerce to take up the matter of building a general ware pottery at that place. It is not likely, however, that the scheme will go through.

* *

The line of salads the Homer Laughlin China Co. is showing this season is the longest and most handsomely treated of any heretofore presented. One part of their mammoth sample room is devoted exclusively to these goods.

* *

The Smith Phillips China Co. has issued a new 24-page price list and catalogue of their white ware lines. The Princess dinner shape is as popular as ever, and the highest priced treatments are sought by buyers. The decorating department, which is under the direction of Edward Crawford, formerly

Eastern representative of the company, is working to the limit of capacity. January was the best month in the history of the concern.

* *

The stockholders of the Colonial Pottery Co. are in a happy mood. The total sales and shipments for December and January, just made known, exceeded any previous like period, and February, according to the records up to Monday, is likely to be the best in six years.

* *

Small dealers throughout the country do not take kindly to the rule now uniform with pottery manufacturers of one per cent discount in 15 days and net in 30, instead of 2 per cent in 15. The large houses appear satisfied; no objection has come from that quarter.

* *

George W. Clark, who has been in the Pacific Coast territory with the line of the Homer Laughlin China Co., is expected at the home office within a few days. He has been in the West since October.

* *

The Thompson Pottery Co. continues active in all departments. Its dinner patterns are selling well, and its lines of yellow and rockingham are having a larger sale than last season. There is not an idle department in this plant.

* *

One of the neatest treatments ever shown by the Trenle China Co. is that on their new Virginia shape. It has a plain coin-gold border edge and a light hair-line, and is attractive by reason of its very simplicity. The shape is made from their new body.

* *

Operative potters are appealing to their Congressmen to vote in favor of the eight-hour legislation now being considered at Washington.

✂

Another new pottery has been organized here, to make a line of Bristol ware specialties and other clay goods. It will be known as the Crooksville Clay Products Co., and will remodel and operate the plant of the Spring Pottery Co., which has been idle for a

year. The officers are: A. C. Tatman, president; John E. Taylor, secretary; Albert Eichle, treasurer; C. C. Coulson, superintendent. They expect to have a line of goods on the market within thirty days. All the parties interested being experienced men, there is every belief in the success of the venture.



William Conover, who was stricken with **Trenton.** a hemorrhage while on duty as night watchman at the Mercer Pottery several weeks ago, has fully recovered. He resumed his duties last Monday.

* *

James L. Silvers, Southern representative of the Trent Tile Co., left last week for a four months' trip in the interest of the firm.



The old Chelsea pottery here, **New Cumberland,** which was burned some years ago, and then rebuilt and converted into an electric porcelain plant, has been sold to George H. Owen and others identified with the United States Porcelain Co. at Findlay, O., which has been occupying the old Bell pottery plant there. Machinery and workmen will be removed from Findlay. The consideration was \$22,000.



A new salad set of seven pieces is a **Sebring, O.** late creation of the French China Co. It is shown in a new iridescent treatment and also in a variety of green and sprig border effects.



New dinner and toilet shapes upon **Salem, O.** which modelers have been at work for some time are to be placed before the trade by the Salem China Co. about the first of April.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

D F Magee, with Martin & Naylor, c, Gloversville, N Y. 47 Lispenard.
Thos Barker, with R H White & Co h, f, Boston. 320 Church.
F W Gardner, with The Famous, c, g, St Louis. 4 Washington Place.
W B Stanton, with Steward & Co, c, Baltimore. 214 Church.
Hugh Tracy, with The Fair, c, Montgomery, Ala. Breslin.
A Breton, with Curran Dry Goods Co, c, Waterbury, Conn.
A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.
Geo Mackey, with Falker & Stern Co, c, Chicago.

F J Stanley, with Porteous & Mitchell Co, hf, Norwich, Conn. 55 White.
C C Phelps, of Phelps & Osborne, hf, Jacksonville, Ill. New Grand.
W O Day, with Miller & Rhoades, hf, t, Richmond. 320 Church.
W C Hoffman, with Schuneman & Evans, hf, St. Paul. Arlington.
O P Phillips, with M'Creery & Co, c, Pittsburgh. 214 Church.
D E Healy, with Castner, Knott Dry Goods Co, c, hf, Nashville. 214 Church.
M Donaghue, with Lord & Gage, c, hf, Reading. 214 Church.
T Gill, with Mandel Bros, c, g, Chicago 450 Broome.
W H Congar, with People's Store Co, hf, c, Tacoma. 214 Church.
E F Kohn, with H Straus & Sons Co, c, hf, Louisville. 817 Broadway.
E A Ernst, with H & S Pogue, c, g, Cincinnati.
E H Wade, with W M Whitney & Co, hf, Albany. 396 Broadway.
J H O Hahn, with Lion Dry Goods Co, c, hf, t, Toledo. 214 Church.
W A Reardon, with W L Milner & Co, t, Toledo. Broztell.
L S Miller, with Goldberg Bros, c, hf, t, Detroit. Breslin.
F E Moore, with Wells Bros. Commercial Co, c, t, Coffeyville, Kan. Victoria.
W W Marquis, with Jones Dry Goods Co, hf, c, Kansas City, Mo. 15 East 16th.
J K Bradshaw, Stratford, Can.
Wm Mulvaney, of Taylor & Mulvaney, c, Hamilton, Can. King Edward.
H P Hayward, of W H Hayward Co, Ltd, l, St Johns, N B. Hotel Avon.
C W Sprowls, with J Shillito Co, hf, c, Cincinnati. 346 Broadway.
J Lynch, with Stewart Dry Goods Co, c, Louisville. 214 Church.
J F Ramp, with J. Bacon & Sons, c, hf, t, g, Louisville. 214 Church.
Max Rauch, with Mabley & Carew Co, c, Cincinnati. Wellington.
Horace Gray, with Cincinnati (O.) Glass and Crockery Co.
B A Quay, with C A Trankla & Co, c, Grand Rapids.
J Friedel, of J Friedel Co, c, Wheeling. New Grand.
W J Ludwig, with Smith & Murray, c, Springfield, Mass. Murray Hill.
C F Martel and A F Bishop, with Renaud & Co. Quebec.
W D McCaghey, with F T Thomas & Co, Quebec.
W D Goodwyn, with Memphis (Tenn.) Queensware Co. Hotel Astor.
N Berman, l, Port Henry, N Y.
Mrs Downing, with L S Ayres & Co, g, Indianapolis. 31 Union Square.
J H Taft and Mr Lawrence, of J H Taft & Co, Cedar Rapids, Ia.
Jas Hogan, with Gamble, Desmond Co, c, New Haven. 65 Bleeker.
M J Davis, with J C Lewis & Co, hf, Louisville. 45 Lispenard.
R W Freyschlag, of Webb, Freyschlag Mercantile Co, t, Kansas City. Empire.
A B Sutherland, of Robertson, Sutherland & Co, t, Lawrence. 55 White.
J H Daniels, with New England Furniture and Carpet Co, hf, Minneapolis. Breslin.

Around the Glass and Lamp Factories.

At the annual meeting of the National **Pittsburgh** Association of Pressed and Blown **and vicinity.** Glassware Manufacturers, to be held in the offices of the Association, Stevenson Building, Sixth avenue, on March 8 it is expected that various price settlements will be taken up and disposed of.

A dividend of probably 30 per cent may be declared within a few weeks to the creditors of the National Glass Co. The matter is now in the Beaver County court, the schedules upon which the dividend will be based having been duly filed.

Sam Paull, of the Eagle Glass and Manufacturing Co., Wellsburg, W. Va., was at the Ft. Pitt hotel during the past week searching for a package of money that was sent him from the factory during the recent exhibit, but which he never received. The mail was not registered, and Mr. Paull has about given up hope of ever receiving it.

With the Phoenix Glass Co. trade conditions are pronounced very satisfactory, and operations at the several factories are more extensive than a year ago. The officers are very well pleased with the reports of managers which were read at the annual meeting, and are looking forward to 1910 being one of the best years since the company was formed.

The "Glowing Sunset" pattern of the Westmoreland Specialty Co., which attracted so much attention at the recent glass exhibit, has proved to be one of the best the company has brought out in recent years. The line of small novelty lanterns is also going well.

The Pittsburgh office of the Consolidated Lamp and Glass Co. in the Bissell Block has been completely remodelled and improved, thereby giving larger space to the display of lamps, shades and domes. The office is in charge of H. A. Tanner, who has been connected with the company for many years. The display is the most attractive the Consolidated has ever presented here. New inverted cylinder shades

in a canary-colored body and with a variety of hand-decorated treatments are on view, together with a new tungsten shade in an iced and colored enamel treatment.

The thin blown lines of stemware in the "Aster" and "Princess" treatments by the United States Glass Co. continue to keep up their popularity and are being bought liberally. A flower vase in the former is having a particularly good sale with department stores and florists just now. A new creation of this company is a quart jug in mission effect, having eight plain panels, the handle and spout being made to conform to the idea.

Five new assortments are being shown by the Tarentum Glass Co. They are very attractive, and orders so far have been liberal.

J. C. Rent is now working through the Western territory in the interest of the Duncan & Miller Co., Washington, Pa.



The Toledo Star Cut Glass Co., recently **Toledo, O.** formed here, has put on the market a number of deep engraved art vases, tumblers, stemware, sherbets, jugs, water bottles, etc. Their fern star line is exceptionally good, as are also the engraved floral patterns.



The new Colonial line of tableware **Lancaster, O.** of the Lancaster Glass Co. has gone beyond expectations in the matter of sales. Good business is also being booked for the "Aurora" line.



Trade conditions with the **Wellsburg, W. Va.** Eagle Glass and Mfg. Co. were never better. The company is working all departments of its plant full time, and orders are plentiful. The night lamps, salts and peppers, and shades of this concern are being liberally ordered.

BUSINESS BRIEFS.

The Imitation Art Glass Co. have recently removed to more commodious quarters at 441 Broadway.

* *

The W. T. Grant Co. have opened a twenty-five-cent department store on Sixth avenue, between Seventeenth and Eighteenth streets.

* *

Fire in the H. Germain Co.'s five and ten-cent store, 1040 Flatbush avenue, Brooklyn, Feb. 11, resulted in damage amounting \$12,000.

* *

T. Eaton & Co., who have stores at Toronto and Winnipeg, Canada, are reported to be contemplating the erection of a big department store at Peel and St. Catherine street, Montreal.

A CORRECTION.

Boston, Feb. 14, 1910.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir: Referring to your issue of Feb. 10th, we are surprised at your article on the death of Henry A. Mellen, in which you mention the firm of Norcross, Mellen & Co. as being predecessors of Jones, McDuffee & Stratton Co.

We desire to point out that Messrs. Norcross, Mellen & Co. succeeded Mellen & Co. and were never connected in any way with our firm. The predecessors of Jones, McDuffee & Stratton Co. were Otis Norcross & Co., and we desire to correct you, as it is misleading to your readers.

Truly yours,
JONES, MCDUFFEE & STRATTON CO.

ANCIENT AND MODERN GLASS.

THE practical American of to-day cares little about ancient glass, and is quite indifferent as to whether Egypt or Phoenicia should stand first as the ancient and forgotten fabricators of the fragmentary beads, tear bottles and idols' eyes that have been exhumed during silent centuries from the alluvia of dead cities or the ashen wastes of extinct volcanos.

Passing by all the legendary romance of the ancient art of glass, it is settled that Egypt and Phoenicia have shown the oldest specimens of the glassmaker's art, and that from thence the industry was transplanted to Assyria. Greece, Carthage, Italy, Rome, Byzantium, Gaul and Spain, France and Germany, England and the British Isles, Persia, and China and Japan, have all in their turn been more or less prominent as makers of ancient glass.

The history of glass can be definitely traced back to the Pyramid period in Egypt (2450 B. C.), since the list of articles placed in the western pyramid mentions "glass which might be bended and not broken" from which shadowy and doubtful allusion modern authors have derived all the nonsense they have

written about flexible and malleable glass; while the earliest traces of glass ever discovered are the fragments found in the ruins of Memphis, built by Menes, first king of Egypt, who reigned 5004 B. C.

Of the colors and quality of all the ancient glass a vast amount of learned lore has been written for which there is no foundation in fact whatever. All of the ancient glass was colored, owing to the impurity of the ingredients used, the primitive state of chemical knowledge, and the limited number of coloring oxides and decolorizing agents accessible. Pure, clear, white crystal glass, which is the perfection and greatest achievement of the glassmaker's art, was entirely unknown to the ancients, and while some of their hand blown vases, imitation gems, artificial pearls, precious stones and mummies, eyes indicate the possession of great skill on the part of a limited number of high class workmen, nothing in shape, style or finish has yet been found that is in any way superior to the ordinary offhand work of the modern glass worker, while most of the ancient tear bottles and vases, if they hadn't their coating of mummy dust and volcano ashes, wouldn't bring a dollar a car load as cullet in any modern squat ink bottle factory.

Modern glass manufacture dates from the twelfth century, from which time forward to the sixth century the glass blower's art reached its greatest possible perfection in those vari-colored masterpieces with which Venetian artists supplied the courts and castles of Europe; and from thence has sprung the art of enameling, painting, staining, engraving, cutting and silvering glass, while the mosaics of Murano stand as the most exquisite products of the art which the cunning hand of man has ever fashioned.

To-day the chief glass making countries of Europe, in the order of their importance, are Germany, Austria-Hungary, France, Belgium, England, Italy, Spain and Portugal, Sweden and Norway, Russia, Australia, Holland and Switzerland.

Most of the above named countries manufacture specialties which are largely exported, while making general glassware for domestic consumption. Thus England, which is rapidly losing its glass industry, holds on to a fair portion of her former trade in fine lead flint blown ware, cut and engraved, and such excellent cased specialties as the world has never excelled. France, notably Baccarat, sets the pace in fine blown and pressed stemware and general artistic glassware in cut and engraved crystal, while the plate glass of the St. Gobain Co. is favorably known all over the industrial world. Belgium is the great window glass manufacturer of the world, and while some very good flint tableware and colored vases are made, her plate glass industry has wonderfully developed during recent years. Germany is the largest European manufacturer of silvered plate and looking-glass plate, and while she makes immense quantities of cheap colored vases and tableware she is pre-eminently the greatest bottle manufacturer of Europe. Austria-Hungary is noted for its excellent flint stem-

Watch Our Specialty Department ON BALCONY.

GERMAN CHINA FOR IMPORT.

Cow Creamers, Blue Underglaze, 5½ inches, . . .	\$ 9.60 per gross.
Hat Pin Holders, Blue Underglaze, 4¾ " . . .	7.50 "
Ink Stand and Pen Holder, Blue Underglaze, 4½ in. . .	10.50 "
Jardiniere, Iridescent, 4½ inches,	13.20 "
Vase, Iridescent, 6 inches,	10.45 "
Jardiniere, Iridescent, 5½ inches,	12.40 "

GEO. H. BOWMAN CO.,

NEW YORK,
24-26 and 39 Murray St.

CLEVELAND, OHIO.

ware, cut and engraved, and for its great variety of cheap decorated ornamental glassware, colored cased goods, buttons, pendants and small specialties. Venice, under the thrill of modern industry, has revived her ancient art, and besides furnishing the finest light blown artistic glassware and the best mosaics, is the world's greatest bead furnisher—a specialty in which she has never had a formidable rival, and has no serious competitor.

While the United States can only claim to have been one of the few countries which have during the past century contributed to the development of the world's glass industry, it is nevertheless certain that her share both in the expansion and the setting of a higher standard of quality has been in excess of any other one of her foreign rivals, while in the prompter exploitation of new ideas, enlarged productivity and the displacement of manual labor by mechanical processes she is unapproached by any glass making country on earth.—*National Glass Budget*.

BUSINESS-BUILDING.

THE glass and china merchant pure and simple is somewhat at a disadvantage in comparison with other retail trades, owing to the fact that he does business in such a limited range of goods, says a retailer in the London "Pottery Gazette." The draper, clothier, furniture dealer, grocer, etc., have a much wider selection of stuff to feature, but with us it must begin and end with glass and china—there is practically nothing else.

Then, again, there is the restricted output. Food, clothing and boots are wanted every day; but when you have sold a dinner-service or toilet set, that has got to last, and, with the exception of replacing breakages, you cannot hope to serve your customer with a similar line for some time. All these advantages make effective advertising a hard problem, and in my opinion the greatest object should be to reach only those who are likely purchasers of your class of goods. Circulars with stock blocks or lithos thrown broadcast are of very little use. Whatever is the good of pushing bills under the doors of folk who "make do" or keep up their supplies of china by buying so-called tea (!) at exorbitant prices with the bait of inferior "seconds"?

There are very few business men who have the courage to buy a really good directory. They will fritter away pounds on silly almanacs or needless advertisements in parish magazines with fifty or sixty copies a month; but a sovereign or fifteen shillings for a directory? Never! Yet what a very valuable asset that is. There you have whole of the spending population of your district before your eyes, and with the expenditure of a little time and common sense there is no reason why you should not be enabled in

course of time to induce all those who are "good buyers" or "worth while" to come to you.

Presume you have bought your directory: the next thing is to go through it carefully and underline with red ink everyone in the immediate neighborhood likely to buy your goods; then to approach them. Don't have vague generalities, or the old, stock "hoping by strict attention to business to deserve," etc.; but get them with some definite proposition or announcement.

Now, everyone uses tumblers; even the most rabid abstainer won't take his *aqua pura* out of a jug or tea-cup, and our faithful allies, the domestic servants, are always helping us with breakages; so that it follows that glass may be considered as a good, useful everyday line. You can't describe a tumbler in print; it is a drinking utensil made of glass, and there's an end of the matter. Alfred Austin, in his most inspired moments, couldn't pen anything that would make Mrs. So-and-So, of Something Villa, rush straight off to you in haste to buy. No; you want a little of Mahomet's principle, and let the tumbler go to her.

Get the best line you possibly can to sell for 2d. each, or 1s. 9d. a doz.; pick out 100 good private residents, hotel proprietors, etc., from your underlined list, and send one to each, neatly packed and

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY, ENGLISH CHINA,

The recognized standard of pottery excellence.

BING & GRONDAHL'S COPENHAGEN CHINA,

By Royal Warrant china manufacturers
to
H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.

Announcement

WE take pleasure in announcing that Mr. J. P. Carling will be at the New Grand Hôtel, Broadway and 31st Street, New York, from February 15th to March 15th, with a representative exhibit of our product. If you are in the city during this period, we respectfully invite you to call and acquaint yourself with our new 1910 *Business Producers*. Your especial attention is directed to our folder introducing the *New Louvre Dinner Service*, which should be of live interest to every progressive china merchant, and which will be sent on application.

THE POPE-GOSSER
CHINA COMPANY
COSHOCTON, OHIO

addressed, accompanied by a typewritten circular, something in this style:

January, 1910.

DEAR SIR (OR MADAM):

I have just purchased a quantity of tumblers as this sample at a price which will enable me to offer them at 2d. each, or 1s. 9d. a doz. I would point out that these are perfect goods of a well-known maker, and are merely to give you some idea of the general all round value I can offer in china and glass.

I shall be pleased at any time to undertake repairs or matchings you may require, and your orders or inquiries will always receive my best and most prompt attention. Yours truly,

P. S.—Sample need not be returned.

Now, what has this cost you? 100 tumblers at 1½d. is 12s. 6d.; typed circulars 5s. 6d.; delivery by hand 3s. 6d.; total 21s. 6d. Not a big amount after all; and here you have a hundred households—not Tom, Dick, and Harry, but folk who can and do buy your wares—with your name on their lips, for this is something different, and it's the "something different" way of doing things that tells.

Don't expect a rush at first or you will be disappointed; but I will guarantee that, provided the sample was good quality, and care and judgment were used in selecting the names, that in the course of three months you will have had the major portion of them in your shop for something or another, and it was the tumbler and circular that did it.

I am not talking of what I do not understand. I have built up a successful business by adopting such methods as these, and know from experience the lasting effects of reaching folk in their own homes.

Try this plan right away, and you will thank me for my article.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

CUT GLASS SALESMAN.—Accident opens Eastern and Middle West territory to reliable salesman who can take out new spring line at once. Address THE J. J. NILAND Co., Meriden, Conn.

WANTED—Salesman on commission for side line of salable brass novelties, easily carried. Address L. W. LEVY & Co., 590 Broadway, New York.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession March 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

BUSINESS OPPORTUNITIES.

A Crockery salesman wants popular-priced line American dinnerware and specials adapted to the scheme and department store trade. Metropolitan district, New York. Commission basis only. Address C. W. S., this office.

TO MANUFACTURERS OF AMERICAN PRESSED GLASSWARE.—Experienced salesman selling specials—only four or five articles, but a lot of each—to people who have never sold glass desires connection on commission basis with a manufacturer. Address FAIR PLAY, this office.

Lamps with Floral Subjects.

These are always steady sellers, and the Phoenix line leads because of its diversity of subjects, the purity in tone, the excellence of detail, and, finally, because of the prices.



Visit the big showroom where nearly everything in lighting glass is displayed.

THE PHOENIX GLASS CO.,

15 Murray Street, New York.

IROQUOIS CHINA CO.,

SYRACUSE, N. Y.,

Beg to announce that their line of vitrified hotel and dinner ware is now on exhibition at 65 West Broadway, New York City, in charge of Mr. E. L. Bates.

LA PORCELAINE LIMOUSINE

PL
LIMOGES
FRANCE

Formerly

M. REDON.



LIMOGES CHINA



ALFRED G. MOMENT, Agent, 25 W. Broadway, N. Y.



NEW YORK, FEB. 24, 1910.

THE CONDITION OF BUSINESS.



Business is good. The number of **New York.** buyers in the market is greater than for several years, and all are purchasing freely. Up to date the jobbers have been the most numerous. Many of them have completed their purchases and returned home. This week many more will follow. In the meantime the larger retailers and department store men are making their appearance; so those who do not cater to the jobbing trade, and who have not been as busy as they would have liked, will come in for their share.

The quantity of German goods being taken is largely in excess of last year. The big buyers, with few exceptions, have ordered freely—in some cases fully fifty per cent more than last season. In the aggregate the purchases so far exceed those of 1909 from ten to fifteen per cent, bringing the volume of trade nearly up to that of 1907.

A good many more French goods have also been bought than last year, and the big houses which cater particularly to this trade are feeling very comfortable over conditions.

The English importers have almost filled their china factories to their capacity, while the better grades of earthenware have been taken in excess of last season.

Domestic crockery is in great request. The fac-

ories are very busy, and the men on the road are doing well. Visitors from East Liverpool report the best trade there in several years.

The demand for American glass is excellent. While there is not the rush which was experienced in January, no fault is found. The demand for cut glass is almost phenomenal. It is so cheap now that anybody can buy it.

The call for lamps, while not heavy, is about on a par with last year.

Housefurnishings goods are in active request, and a large business is being done.

Retail trade is very satisfactory, both in volume and the grade of goods called for.



There has been little change in the **Trenton.** condition of business here during the past week. The potteries are all running full handed and mail orders show an increase over those of the corresponding month of last year. The demand for decorated ware continues excellent.



The glass factories hereabouts **Mt. Pleasant, Pa.** are running full time. The blown shops are very busy, while the specialty plants are doing better now than

for some time. Business conditions are pronounced very favorable, and an optimistic view is entertained by all concerning the future.

3

Pittsburgh and Vicinity. Glass manufacturers report a falling off in current business during the past ten days—due, it is claimed, to the severe weather that has prevailed throughout the country. From some sections, however, a good mail business is being received. Factories are running on good time on previous orders.

3

East Liverpool and Vicinity. The demand for dinner patterns with the local pottery manufacturers continues as strong as in January. All sales-managers report excellent business on these lines. Mail orders are exceptionally good. Salesmen have been sending in good demands, both for immediate and future shipment.

FINAL.

THE Haviland china case, which has been pending since 1906, and which has repeatedly been decided by various courts in their favor (the case in which certain articles were advanced 26½ per cent) has reached a point beyond which there is no appeal.

In the early part of January the United States Circuit Court of Appeals once more sustained Haviland & Co., but the Government applied to the Supreme Court of the United States for a writ of certiorari. The case came up for a hearing on Wednesday of this week, and the writ was denied.

Litigation is now at an end, Haviland & Co. being sustained in every point.

BORGFELDT'S ANNUAL AFFAIR.

THE annual luncheon of George Borgfeldt & Co. in commemoration of Washington's birthday took place at Martin's last Tuesday, and from every standpoint was a great success. Anticipating a large attendance, the committee had secured the entire second floor and balcony; but this was not sufficient, and several other rooms had to be pressed into service to accommodate the diners.

Over five hundred guests seated themselves at noon in the large dining room, which was splendidly decorated for the occasion. A string orchestra supplied good music, and the happy faces and hearty laughter evidenced the thorough enjoyment of those present. Every guest was presented with a small silk flag arranged as a bow, which the men wore in their

buttonholes, and a flag adorned each table. As souvenirs the ladies were presented with sterling-silver powder pencils and the men with match safes. The menu card was very artistic. A steel engraving of Washington, from the original painting by Marshall, adorned its cover, together with a reproduction of the signatures on the Declaration of Independence.

The luncheon consisted of nine courses, and was faultless. It was nearly three o'clock before the 'assemblage regretfully broke up.

D. E. MCNICOL PLANT DAMAGED.

AN explosion of gas nearly wrecked the plant of the D. E. McNicol Pottery Co., East Liverpool, last Monday. As it was, about \$6,000 damage resulted.

A switching engine was pushing a couple of cars on to the switch under the decorating department of the pottery, when one of them jumped the track and struck the exhaust pipe from the gas regulators, breaking it and also the four-inch gas main leading to the kilns. The escaping gas became ignited from the lights burning in the kiln department and the explosion followed. Only two of the employees were injured, and these but slightly.

About fifty persons were in the decorating department at the time, but the casualties were slight, although all were badly scared. In their haste to escape they ran out without their outer wraps, and these of course were lost.

The firemen were quickly on the scene, and after a hard fight finally subdued the flames.

The company is fully insured.

FIFTEEN NEW MEMBERS.

AT a meeting of the directors of the Pottery, Glass and Brass Salesmen's Association last Friday, the following were elected: George J. Brown, with Rudge & Guenzel Co., Lincoln, Neb.; James P. Gordon, New York sales manager for Jones, McDuffee & Stratton Co., Boston; Harry Mooney, with F. O. Lutz, Guthrie, Okla.; Henry C. Conger, housefurnishings, New York; Russell D. A. Thompson, secretary Metal Products Co., Beaver, Pa.; Cleveland J. Keating, with H. P. Chandlee Sons Co., Baltimore; G. W. M. Moll, with American Ring Co., Waterbury, Conn.; E. F. Ducommon, secretary Ducommon Hardware Co., Los Angeles, Cal.; Guy S. Jenkins, with Wm. Guerin & Co., New York; Reuben Haley, president Metal Products Co., Beaver Pa.; F. M. Garrison, with Geo. Borgfeldt & Co., New York; Joseph Halter, of J. Halter & Co., Brooklyn; James M. Sanders, president U. S. Stamping Co., Moundsville, W. Va.; J. Lee Richards, with J. A. Baillargeon

& Co., Seattle; Geo. K. Diller, New York sales agent for Wheeling Stamping Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J R Irwin, with Emery, Bird, Thayer Dry Goods Co, c, g, Kansas City. 396 Broadway.
H M Hollander, with H. Siegel Co, hf, c, Boston. Cadillac.
S E Price, with Kaufman, Straus & Co, c, hf, Louisville. 31 Union Square.
W Schultze, of F. Schultze Co, c, g, Cincinnati.
D Saunders, with Siegel Cooper Co, c, g, Chicago. Sixth Ave, 18th St.
W D Broome, with W Barie Dry Goods Co, hf, t, Saginaw. New Grand.
L Arnstein, with E Schuster & Co, t, c, Milwaukee. 31 Union Square.
J Earion, Jr, with Pelletier Co, hf, t, Sioux City. New Grand.
H Greve, with "The Fair", t, Chicago. 684 Broadway.
W W Mosher, with Sibley, Lindsay & Curr Co, hf, Rochester. 454 Broome.
T A Neely, with Boggs & Buhl, c, g, Pittsburgh. Herald Square.
C H Stanton, hf, c, Westerly, R I. Wellington.
P Johnson, of Chamberlin, Johnson DuBose Co, s, Atlanta. 396 Broadway.
J Lee Richards, with J A Baillargeon & Co, g, s, Seattle. 531 Broadway.
Miss E Ledger, with H S Barny & Co, hf, c, Schenectady. 75 Spring.
A Hutter, with Wise, Smith & Co, hf, Hartford, Conn. 45 Lispenard.
W Dodge, with J G Myers Co, hf, t, Albany. 31 Union Square.
O W Watson, with Daniels & Fisher Store Co, t, Denver. Flanders.
J Goldsmith, of Goldsmith Toy Importing Co, Cincinnati. Knickerbocker.
L J Miller, of Millers's Fair, c, hf, Columbus. Grand.
W K Sutton, with Louis Traxler & Co, hf, Dayton. St Denis.
W E Kilburn, with Scruggs, Vandervoort & Barney Dry Goods Co, c, St Louis. 874 Broad.
Jas McBride, with Robertson Bros, c, g, Kingstown, Ont. Imperial.
A T Rathbun, with J A Roberts & Co, hf, Utica. Herald Square.
W F Halliwell, with C. T. Sherer Co, c, g, Lowell. Hermitage.
J Orlebeke, with H C Prange Co, hf, c, Sheboygan. 45 East 17th.
O F Schwerdtmann, of Schwerdtmann Toy Co, t, St Louis. New Grand.
A J Ferguson, with Callender, McAuslan & Troup Co, hf, Providence. 2 Walker.
H Frommeyer, c, g, Indianapolis. Herald Square.
C Taylor, with P Wiest's Sons, York, Pa.
Mr Kennard, with Frederick & Nelson, c, Seattle.
L Herman, of L Herman & Son, c, Danville, Va.

A D Wilhelm, with H A Meldrum Co, c, t, hf, Buffalo. King Edward.
Chas L Patterson, with Carson, Pirie, Scott & Co, c, Chicago. 115 Worth.
G W Schermerhorn, with Central Crockery Co, l, c, Syracuse.
E C Poage, with Geo W McAlpin Co, c, hf, s, t, Cincinnati. Hotel Savoy.
H Gernsbacher, of Gernsbacher Bros, c, Fort Worth, Tex.
Wm Coleman, with M Goldenberg, hf, c, Washington. 65 Bleecker.
Miss M Keough, with Carl & Co, c, Schenectady. Albert.
S Eckhaus, Baltimore. Herald Square.
E Rood and Miss Leitner, with Foster, Stevens & Co, c, g, Grand Rapids.
W P Briggs, with Sibley, Lindsay & Curr Co, c, l, Rochester. 454 Broome.
A A Campbell, c, g, Butler, Pa.
Chas Rosenheim, of Chas Rosenheim Co, c, g, Louisville.
A E Barber, of Johnson & Barber, c, London, Ont.
J A C Poole, with H A Wilder Co, Montreal.
Wm Boughner, of Wm Boughner & Co, c, g, St. Thomas, Ont.
Carl Meyer, with Lewis & Neblett Co, c, Cincinnati. St Denis.
J G A Fisher, of Fisher, Bruce & Co, c, Philadelphia.

YANKEE TOYS WANTED IN RUSSIA.

AN American consular officer in Russia reports that a business house in his district desires to hear from American manufacturers of toys of technical character, such as cinematographs, aeroplanes, and locomotives of latest designs, the latter to cost as much as \$200; also lathes and drills for boys to perform real service. The report states that a most profitable field for the exploitation of American inventive genius presents itself in Russia, especially in those articles and models that can be used in the schools and universities. Apply for address to Foreign Trade Opportunities, Bureau of Manufactures, Department of Commerce and Labor, Washington, D. C., and refer to file No. 4540.



AVENIR CHINA FISH SET AT F. W. JENKINS & CO.'S.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.MECHANICAL DEPT.,
TEL. 6724 CORT.

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Single copies.....	.10

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Make all checks and drafts payable to Whittemore & Jakes, Inc. Out-of-town checks should bear the words "With New York Exchange".

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 24, 1910.

PROHIBITION AND THE GLASS TRADE.

THE loss to glass manufacturers through the decreased demand for their output due to the closing of saloons in Prohibition territory, particularly in the West, is a novel illustration of the far-reaching effects on legitimate industries of the campaign against liquor.

The sheet glass and mirror men have had to bear this loss without a compensating demand which frequently is manifested in such cases. While the soft drink emporiums have been increased to some extent, their furnishings are invariably simpler and less costly. Their profits do not permit large expenditures for costly mirrors, plate or stained glass fronts, crystal chandeliers, etc., and thus it is that the glass trade has suffered the closing of an avenue through which hundreds of thousands of dollars' worth of its products were disposed of annually.

The line that has felt the reform movement most, however, is the bar glassware. The compulsory closing of the thousands of saloons meant the closing of just so many accounts on the books of the supply houses. The opening of a few new places on the borders of Prohibition territory was but meagre consolation.

Right here, however, there was and is now an opportunity to create a demand that did not obtain with the mirror manufacturers.

For each saloon closed there is a possibility of sale of fifty or more private wine and liquor outfits.

The custom of serving liquors in the home has increased, and each host takes pride in the quality and extent of his liquor service.

Manufacturers will do well to see that retailers in Prohibition territory are fully alive to the possibilities that lie in this direction and point out the value of a suggestive display. The result of elections where the "wet" or "dry" issue is voted on should be watched closely, and an immediate bid made for the new business when the vote is "dry."

PERSONAL.

THE array of crockery men at the New Grand Hotel last week made one think of old times when the Astor House was the rendezvous of the trade. Cecil E. Taylor, who has a reputation as a humorist as well as a first-class exploiter of Knowles, Taylor & Knowles' goods, was there; so was J. P. Carling, showing the Pope-Gosser China Co.'s wares; Jas. D. Bergen, who has not changed a bit in twenty years, was exhibiting the J. J. Niland & Co. cut glass, helping out his son, Tracy Bergen, who was nursing a wrist which had been cut to the bone while packing his sample trunk some time ago; Arthur Blackmer and Geo. H. Sylvia, who upheld the honor of New Bedford, Mass., with cut glass lines; Jas. Dorn Brady, once a crockery salesman, but now in the architectural line, and who had dropped in on his way to keep an appointment with John D. Rockefeller; Eugene Schmidt, who until recently was buying for the J. L. Hudson Co., Detroit. They were all jolly, and all doing business. Cecil Taylor had in four days taken orders for three carload lots. While the others could not boast of quite such luck, they all agreed that little old New York was a pretty good place, and that the New Grand was a cozy spot to roost in.



A. C. Scroggins, secretary of the Fostoria Glass Co., who had been spending a few days in New York, returned to the factory Thursday night of last week.



L. E. Smith, of the L. E. Smith Glass Co., Mt. Pleasant, Pa., was a New York visitor last week.



E. D. Terry, with the New York office of the Phoenix Glass Co., starts on a three weeks' trip through New England Feb. 26.



John Hawthorne, buyer in the china and glassware department of John Wanamaker, sailed February 23 for Germany. He will be gone for about three

months. Robert Glenn, of the Philadelphia house, accompanied him.



Wm. M. Oddie, of the Geo. H. Bowman Co., sailed for Europe on the 24th on his first purchasing trip. After visiting the Leipzig Fair he will go to France and Switzerland, and possibly Russia.



Chas. P. LeBerthon is showing the lighting fixture line of A. H. Hoag & Co. at the Quincy House, Boston, this week.



Thos. Carr, president of the Warwick China Co., accompanied by his wife, was in New York last week.



Otto Koscherak returned from Cuba last week, after taking some heavy orders.



W. D. Gilmore, lately with China Hall, Boston, is now buying china, glass, lamps, housefurnishing goods and toys for La Selle & Koch, Toledo, O.



Max Stensch, who is now in Germany for Koscherak Bros, sends back the sad tidings that his father died at Wittenberg, Feb. 2. Mr. Stensch is expected to return the middle of March.



M. J. Geary, who tours the West for Morimura Bros., is now in town to meet visiting Western trade.



Arthur Pohlmann, with the Daniels & Fisher Stores Co., Denver, left for home last Saturday night.



F. W. Sanders, of F. W. Sanders & Co., Little Rock, arrived in town last Friday to place his import orders. He is domiciled at the Herald Square.



Thos. A. Neely, with Boggs & Buhl, Pittsburgh, came to New York this week after attending the funeral of his mother, who died of pneumonia at Herkimer, N. Y., last week. Mr. Neely is stopping at the Herald Square.



Chas. L. Patterson, with Carson, Pirie, Scott & Co., Chicago, sailed on his first trip for the firm Feb. 24.



Frank S. Williams, of the Jones, McDuffee & Stratton Co., Boston, came to New York with his wife to spend the holiday.



Herman Trost, who formerly represented Chas. Ahrenfeldt in New York, was in the District this week. He spends the winter in Brooklyn, and in the summer goes to Cornwall-on-Hudson, where he has a

beautiful place of twenty-six acres. Mr. Trost does not show his age. He is as spry as many a man twenty-five years his junior.



M. J. Rosenblatt, who was assistant in Burden & Co.'s china department, Greenpoint, L. I., has been advanced to the position of buyer.



Jas. M. Stewart, of Stewart & Crocker, this city, returned last Saturday from a month's trip through the big cities as far as Frisco and Los Angeles. Mr. Stewart reports that he has discovered quite a country west of the Mississippi, and was much impressed with the progressiveness of the Western retailers.



Geo. J. Braun leaves Feb. 28 on a six weeks' trip through Pennsylvania and adjoining States with the line of Edw. Butler.



A. J. Smith, president of the McKee-Jeannette Glass Co., was in the District last Saturday for a brief visit.



A. Thompson and H. Toynbee, receivers of the Rochester Tumbler Works, were looking over the District last week.



J. R. Irwin, with Emery, Bird, Thayer Dry Goods Co., Kansas City, and J. Siem, with Nathan Dohrmann & Co., San Francisco, were among those sailing for Europe Thursday.



H. B. Hollis's permanent address is now 157 Federal street, Boston—the office of the Cambridge Glass Co.



Lindsley Haviland, of Haviland & Abbot Co., leaves New York next Monday on his regular spring selling expedition, beginning at Washington and working West to Omaha.



Al. Rothschild, Western representative of Frank & De Keyser, reached New York Thursday. He will remain several days to take care of Western buyers.



Maurice Block, of the Anglo-American Crockery and Glassware Co., San Francisco, plans to sail for Europe the first week in March, accompanied by his wife.



Frank Doehler, Rochester, N. Y., will be in New York until Saturday buying white china.



Gusts of wind caused the ruination of many a headpiece on Wednesday, but Hyott W. Smith managed to clap his on securely and cheerily made his

calls in the District. He is buying for the Larkin Co., Buffalo, and is stopping at the Woodstock.



S. E. Kaufman, of Trenton, is in town this week purchasing crockery and glass.



S. E. Steininger, with Frank & De Keyser, leaves Sunday night for a short trip through New England.



Fred. C. Hoth, with Haviland & Abbot Co., starts Monday on his regular Eastern trip.



Dave Saunders, with the Siegel Cooper Co., Chicago, began his inspection of the District lines this week.



W. E. Hunter, president of the Economy Tumbler Co., paid a brief visit to the District Tuesday.

A CONFLICT OF STATEMENTS.

IN the JOURNAL of Jan. 6 appeared a list of the traveling salesmen of John H. Roth & Co., Peoria, Ill., with the statement that they had all been formerly employed by C. E. Wheelock & Co. The latter took exception to the inference that all had left to go with the new concern, and stated in the following issue the reasons for their retirement.

Now comes C. A. Simpson, one of the salesmen referred to, who says that he was not dismissed.

LITTLETON, N. H., FEB. 16

Editor CROCKERY AND GLASS JOURNAL

Dear Sir—I represented C. E. Wheelock & Co., Peoria, Ill., for the past seven years and until Dec. 15, 1900, at which time I gave up their line. I have noted the article published in your JOURNAL which reflects very much upon me and which cannot help but hurt me with my old trade and customers. I enclose the two last letters received from them as evidence that I was not dismissed. I left their employ of my own accord, as I felt * * * the new firm would have a better line and afford me more just and liberal treatment, and, knowing what I did, I thought it my duty to go with Mr. Roth. These letters prove conclusively that this article is slanderous and intended only to injure me. Will you kindly publish another article undoing the injury which you unwittingly may have done. After Mr. Roth got out of the firm they did not use me fair and square after the years of faithful service I had given them, so I felt I better go where I could get fair treatment. I should have written you before, but have been sick in bed.

Yours respectfully,
C. A. SIMPSON.

PEORIA, ILL., Oct. 29, 1909.

MR. C. A. SIMPSON.

Dear Sir: We have your letter of Oct. 24th in reply to ours of the 21st. In looking over your record for this year we find that up to date we have shipped more goods on your account by \$600 than we shipped

all last year. In addition to this, we have about \$1,300 worth of accepted orders on hand, so that your showing is quite a bit better than it was last year.

We feel like encouraging you to continue, as we believe that 1910 is going to be a considerably more prosperous year for all of us than the present year.

* * * In addition to the increase in sales, we have already started a new policy of increasing the amount of commissions. This will apply particularly to the new line of goods as well as the old, and we believe if you should change your occupation now that you would be changing it when the prospects are particularly bright. We, of course, do not want to advance money that is not earned, but we believe that your earning capacity will increase materially with better times, increased commissions and new goods.

We hope that you will consider these points before you decide to change your occupation. If you should conclude in spite of these facts to stop traveling, we, of course, want you to let us know as early as possible, so that we can make other arrangements ourselves; but we really feel as though conditions are so much better that we both will be satisfied with your results in 1910.

Yours truly,
C. E. WHELOCK & Co.

DEC. 20, 1909.

MR. C. A. SIMPSON.

Dear Sir: We have your letter of the 15th in which you intimate that we have not treated you fairly, and we take exception to this position and believe that you will agree with us when you realize our position.

On Oct. 1st we received a letter from our New York representatives stating that they had learned from one of your customers in Newport, Vt., that you were going to give up our line. Upon receipt of this letter we wrote you asking you for information. You wrote us on Oct. 14th that you had been sick and would reply later. On Oct. 21st we wrote you a second letter on the subject, which you replied to on Oct. 24th. In this letter you stated that you expected to go back to your old work as telegraph operator and that you were not satisfied under the present arrangements, and you did not know whether you would continue or not. We replied immediately to this letter, and on Oct. 29th wrote you fully, urging you to stay. To this letter we have never received a reply, and in view of the fact that you did not reply to this letter we took it for granted that you were not interested, and so made arrangements with the New York representatives to cover this territory.

In addition to this, we have heard from several different sources that you had accepted another position. For these reasons, we felt perfectly justified in assigning the territory to our New York representatives, who were very anxious to get it.

We appreciate the fact that you have given us services to the best of your ability and we have the kindest personal feeling toward you, and we think that in view of the above facts that you should feel that we in our turn have treated you fairly.

Our relations have always been pleasant, and we know that you have tried hard to make a success of your territory, and we regret very much that you feel as though we have not done our part fully.

We will see to it that any commissions that are due you will be paid as soon as the amount is ascertained, and we assure you that we wish you success in any new undertaking that you may engage in.

Yours truly,
C. E. WHELOCK & Co.

This is last letter I ever received from them, and is in reply to my letter of Dec. 15 giving up their line.

C. A. S.

The New York Crochery and Glass District.

In his exhibit of French and Italian china Henry Creange shows originality in design and shape all through both lines. The color decorations are particularly attractive and artistic. The paste gold work is one of his strong points, and in this he shows some novelties that are perfect in taste and beautifully executed.



Bassett's letter writer has a short but pointed epistle this week. It says much in a few words on the general situation about dinnerware. Among the new things the firm has brought out is a series of children's services. Nursery rhymes—Jack and Jill, Jack and the Beanstalk, Little Bo Peep, etc.—are shown in color and are very attractive.



With few exceptions, every buyer who has been in New York up to this writing has visited the Meakin & Ridgway showrooms. Conveniently situated on West Fourth street, near Broadway, they are well on the "beaten track." An impressive feature of the lines on display is the absence of the usual "sameness." In some cases the departure from the ordinary is surprising. The offerings this year eclipse all previous showings in style, variety and quantity.



In the manufacturing of domes, electroliers and portables the question of minimizing the handwork is probably the hardest problem to be solved. Leading—an expensive process—used to be considered indispensable to give the designs lifelike shadings. Morgan & Sons have on view at their showrooms a large assortment of fixtures in beautiful natural colors, the designs of which are free from indefinite, wavering lines, are artistically shaded, and not leaded. The prices, therefore, are surprisingly low.



Cox & Lafferty are showing two new lines. One consists of high-class leaded art glass hanging domes and portable shades; the other a complete line of cathedral chimes, or dinner gongs, used for dining room purposes. The tones are sweet and clear, and

the goods are very attractive. New items in iridescent ware from the Imperial glass company; colors are brilliant and rich. The cut glass tumblers from the Seneca Glass Co. are worthy of special attention. Something new is always being shown by this concern.



Harry G. Mills, who has been showing the Homer Laughlin China Co.'s goods at the Earlington for ten days, will leave on Saturday. The display is the best the company has ever made, the white and gold decorations being particularly fine. There has been a great improvement in the body and glaze, and by the use of coin gold on the better lines they have produced some very tempting goods. The same improvement has been made in their color work on new shapes.



What is probably the longest line of wine and liqueur sets exhibited in the District this year is shown by Julius Palme. The glasses and decanters are nicely proportioned, and range from tiny cordials to the larger wines, embracing almost every conceivable shape and decoration. More than a hundred complete sets are shown, no two being alike. These form the basis from which several hundred different combinations can be supplied.



F. Bing & Co.'s Successors, who have always been known as purveyors of specialties, have this year outdone themselves. They have an array of high-class, artistic glass, marbles, bronzes and electroliers differing materially from anything else in the market. No one will regret making a visit to these warerooms.



Porcelaines G. D. A. have brought out a new dinner set which they have named Louis XVI. It is one of the best and most attractive things of the season. The plates are particularly good, having fancy edges allowing for good decorations in gold and floral treatments. One of the designs in Dresden style is particularly dainty and attractive. In addition, there are fancy short lines which can be used in combination

with the set, giving additional utility and beauty. The whole line of G. D. A. this season is full of new and good ideas.

J. H. Venon is more than pleased with the success attending the introduction of his Swedish glass. He has booked orders which are almost phenomenal, and this is only the beginning of the season. He is placing it with the largest dealers in fine goods.

Inverted gas shades, handpainted on the interior with tasteful designs, form a new section in the big display of lighting glass which Chas. L. Kerr has received from Gillinder & Sons, Inc. Bead fringes are shown in various colors to harmonize with the decorations.

The additional display space taken this year by the Ceramic Importing Co. has enabled the company to show a larger line to greater advantage. In hand-painted plaques with floral, fish and game subjects the house is exceptionally strong this season.

Fondeville & Van Iderstine have recently unpacked some novel plates of a Napoleonic design in attractive blue. Buyers are ordering liberally.

A new addition to the line of the East Liverpool Potteries Co. in the showroom of Edw. A. Unger is the decorated lustre ware, embracing jugs, salads, berries and dinner sets.

Jesse Dean has on view some examples of en-crustated gold work which are as fine as anything of the kind shown in the market.

Geo. N. Wolfe, sales-manager of the Artisan Metal Mfg. Co., and New Castle (Pa.) Stamping Co., has made arrangements for the opening of a permanent showroom in the District about March 1, which will be in charge of W. G. Davis, now in the Pittsburgh office. A. A. Bean has given up the line for lack of space.

Delicate colorings on original designs make for distinctiveness in the line of cuspidors from the Smith-Phillips China Co. shown by H. Benedikt.

Cecil E. Taylor's exhibit at the New Grand Hotel from the Knowles, Taylor & Knowles Co. is attracting the attention of buyers in this region as it never has before. The concern has certainly kept up its reputation for progressiveness. One of the most popular lines is the Ramona shape, which has been improved

by changing the knob handle to a strap design. Persian effects, sprays and borders, and white and gold decorations are shown. The line of toilet ware is particularly good.

Rockingham teapots from Arthur Wood, Longport, England, are exclusively displayed by the Strobel & Wilken Co. They are very attractive in appearance, and are moving rapidly. Catchy little figures and groups in imitation carved ivory are also receiving the attention of novelty buyers. The demand for Meissen blue onion dinner and tea ware is larger than ever this year.

Bawo & Dotter are making a very large exhibit of dinnerware from France, Austria, Germany and Bavaria, in regular and open stock patterns. They have special designs in white and gold which are finding much favor at the hands of buyers. Nearly everybody who has been in has bought in goodly quantities. In gold encrustations they have some exquisite lines from their Elite factory. The color decorations are also excellent.

Herman C. Kupper is showing more than fifty patterns of French dinnerware from Chas. Ahrenfeldt, Limoges, ranging from the lowest-priced up to some of the most elaborate decorations. Fancy plates are shown in more variety and handsomer decorations than ever, and the fancy short lines cannot fail to attract attention.

The demand for the Alumina earthenware of the Royal Copenhagen Porcelain Co. is steadily increasing. The designs and colorings are novel and well calculated to make a favorable impression wherever shown.

Many new and handsome designs are seen in gas and electric portables at the Manhattan Brass Co.'s showroom. The "Perfection" student lamp, which is continually on the rise in popularity both here and in the West, is shown in sixty different styles. It is an ideal lamp to read by, which fact, coupled with the prices, accounts for its success.

Robt. Slimmon & Co. are having great success with their new Argosy shape, the decorations of which are made to fit the design of the ware. While being a fancy shape, the edges are all plain, and in their white and gold decorations the effect is very striking. Especial attention is also called to the Ritz pattern, 2590, on the Regent shape. This, besides the regular pieces, has many special articles

which are exceedingly useful. This set is retailing as successfully as their popular Iris.

When a firm manufactures an article and constantly enthuses over it the enthusiasm generally becomes epidemic if the article possesses merit. This is exactly the case with the Plume & Atwood Mfg. Co.'s Eagle burner. Their claim for thoroughness in its construction will stand the most exacting investigation.

For the buyer seeking high-grade table glassware the handsome showroom of E. Torlotting presents a choice of numberless foreign shapes and designs. The brilliant purity of the glass, combined with the varied treatment in etchings and cuttings, is remarkable. Many new samples were received from abroad during week.

Louis Wolf & Co. are having a big run of business this season. Very few buyers have missed calling on this concern, and their selections have been heavy.

A. Gredelue is very busy taking orders for Baccarat glassware. The table goods—plain, etched and engraved—are especially moving well.

A new and attractive dinnerware line is being shown by Edw. Boote in a variety of artistic treatments. The decoration is known as the Pekin, and the subjects are Japanese scenes with borders to harmonize, outlined in gold. The shape is the Limoges, and the body a fine semi-porcelain. New samples in dinnerware have also been received in the Sevres and Laredo shapes. The fifty decorations afford a varied choice. The line of teapots has also been added to in rockingham, jet, plain olive green, or trimmed in gold and silver.

Every house in the uptown district is handling more business than last year at this time. The scene was the same wherever the JOURNAL representative called—activity all along the line.

The new local showroom of the Goodwin & Kintz Co. has been put in fine shape by Fred Hess and Robt. A. Grennell. The big line of gas and electric portables hasn't a slow seller in the entire lot.

HIGH PRAISE.

GERMAN CRITIC (to amateur decorator)—Der vase vich you haf painded is beaudiful, very beaudiful. Id is so beaudiful dcre is only von vord in English vich describes it, und I haf forgotten dot vord.



NEW CORPORATIONS.

UNDER this heading are noted such newly-incorporated concerns as may provide avenues of consumption for department store supplies, hotel china, bar goods, dinnerware, lamps, glassware, and other commodities of the trade. For detailed information, apply to the Secretary of State.

Hurley Bros., Lake Placid, N. Y.; hotel; \$75,000.

Colonial Hotel Co., Warren, O.; \$10,000. F. C. McConnell.

Wolff Department Store, Peekskill, N. Y.; \$25,000. J. Solomon, I. Wolff.

Traveling Men's Hotel Association Co., Columbus, O.; \$50,000. C. Looker.

Travelers' Hotel Co., Lynchburg, Va.; \$50,000. H. F. Lambert, C. A. Hancock.

Tooele Hotel Co., Salt Lake City; \$25,000. A. Bevan, W. S. Marks, E. M. Orme.

Hotel Du Nord Co., New York; \$20,000. Chas. Wahn, Sophie Wahn. H. Heller.

Royal Hotel Co., Ltd., St. John, N. B.; \$100,000. W. E. Raymond, H. A. Doherty.

Delmar (Del.) Union Store Co.; \$25,000. H. B. James, H. B. Gordy, A. R. Otwell.

Moorland Hotel Co., Gloucester, Mass.; \$65,000. G. O. Stacy, E. D. Parson, J. P. Stacy.

Wellington Co., lunch rooms, Portland, Me.; \$10,000. W. J. Vayo, C. H. Johnston.

Gem City Hotel Co., Quincy, Ill.; \$100,000. H. P. Wells, G. A. Urban, B. A. Dolan.

St. Nicholas Hotel Co., Indianapolis, Ind.; \$3,000. P. L. and E. P. Fitzgerald, C. F. King.

Wagener Restaurant Co., New York; \$10,000. J. Wagener, J. Fischer, H. G. Schackno.

Hotel Rector Co., New York; \$1,000,000. J. M. Stoddard, C. T. Krouse, E. C. Mulligan.

Johnson Hotel Co., Utica, N. Y.; \$75,000. D. M. and T. W. Johnson, F. W. Rockwell.

Munro Hotel Co., Cincinnati, O.; \$100,000. E. N. Milbern, A. J. Smith, B. H. Kroyer.

Peckham Hotel and Realty Co., Blackwell, Okla.;

\$50,000. E. L. Peckham. A. C. Barrett, J. C. Blackaby.

Colonial Hotel Co., Warren, O.; \$10,000. W. L. Christianar, J. R. Davis, F. C. McConnell.

Clover Crest Resort Co., Monrovia, Cal.; \$150,000. A. E. Lux, G. P. Lux, H. M. Siemons.

Columbia (Mo.) Hotel and Catering Co.; \$2,000. B. L. Berry, C. D. Matthews, J. M. Hubbell.

Alabama Restaurant Co., Jersey City, N. J.; \$3,000. J. C. Tucker, A. H. Flower, M. H. Ring.

Van Cortlandt Hotel Co., New York; \$25,000. C. H. Nichols, J. W. F. Thompson, E. C. Alden.

The Chinitz-Gellis Restaurant Co., New York; \$12,000. Aaron Chinitz, Eva Horowitz, S. Gellis.

The Day Department Store, Passaic, N. J.; \$50,000. Horace G. Day, Joseph Rosenberg, Max Boron.

Masterson & Lanman Cafe Co., Colorado Springs; \$10,000. C. F. Lauman, H. Masterson, E. Masterson.

S. F. Iszard Co., department store, Elmira, N. Y.; \$200,000. S. F. Iszard, D. J. Mason, G. B. Brooks.

Hardesty Hotel and Restaurant Co., Louisville, Ky.; \$15,000. E. T. Schmitt, Fred. C. Miller, H. S. Stump.

Hotel Lucerne and Restaurant Co., this city; \$50,000. G. C. Engel, J. E. Schaefer, A. T. Hardy.

BUSINESS BRIEFS.

Fire damaged Wm. Olmstead's crockery store, Union, N. Y., to the extent of \$2,300 on Feb. 20.

The hearing on the application of Hogan Bros. for an injunction restraining the Universal Supply and Manufacturing Co. from making fiberloid salt and pepper tops was called in the U. S. Circuit Court, Trenton, N. J., Monday, but was dismissed by Judge Cross to permit the plaintiff to prepare further evidence. Two weeks will be allowed to file a new suit.

The \$10,000 damage suit of Otto Burkhardt against the Economy Tumbler Co., Morgantown, W. Va., has been settled out of court by the glass company paying \$600. The suit was brought by Burkhardt because all the fingers of his right hand and the index finger of his left had been amputated by a circular saw while he was working in the company's box factory a year or so ago.

THE EXODUS TO EUROPE.

IT'S many a long day, if it ever happened before, that such a crowd of crockery men sailed for Europe on the same steamer. The George Washington, which sailed on the 24th, carried the following: Louis Hinrichs, with L. Straus & Sons; M. Kirschberger; Louis Klayf, with Bloomingdale Bros.; Henry J. Knatz, with Gimbel Bros.; Jacob Loeb, Mexico City: Fred Siem, with Nathan Dohrmann & Co.; Wm. M. Oddie, with Geo. H. Bowman Co.; Chas. L. Patterson, with Carson, Pirie, Scott & Co.; and A. E. Tourangeau, with Henry Morgan & Co., Montreal.

OBITUARY.

WILLIAM H. BARKER, the original owner of "China, Glass and Lamps," died Friday of last week in the Mercy Hospital, Pittsburgh, from the results of a fall while descending a stairway in a Fifth avenue building. Mr. Barker was a glass blower before entering on journalistic work. He was sixty-five years old.

F. Burton, president of the Ionia Mfg. Co., Trenton, died Feb. 17 after a lingering illness from a complication of diseases. He was about fifty-seven years old.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Feb. 5, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 5, '10	Correspond- ing period 1909
Boston	193	100	731	615
New York	125	75	809	412
Baltimore	525	253	1641	1439
Philadelphia	111	84	676	478
New Orleans	28	8	128	111
Newport News .....	....	....	55	224
San Francisco .....	....	....	....	....
Portland (Me.)	5	79	323	557
Galveston .....	....	40	86	50
Portland (Or.) .....	....	....	....	....
Inland Points .....	...	....	140	95
Total ..	987	639	4539	3981

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Feb. 5, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 5, '10	Correspond- ing period 1909
New York	112	72	760	349
Boston	84	100	515	573
Philadelphia	111	....	538	298
Baltimore	525	253	1643	1356
San Francisco .....	....	....	....	....
New Orleans	28	8	72	104
Portland (Me.) .....	....	136	123	441
Galveston .....	....	40	86	50
Newport News .....	....	....	55	224
Portland (Or.) .....	....	....	....	....
Inland Points .....	....	121	213	285
Total ..	860	730	4005	3980

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. An application has been filed in the Westmoreland County Court praying for the discharge of the receivers of the McKee-Jeannette Glass Works. A. J. Smith and John W. Keltz, who have been in charge since the National Glass Co. met with reverses, have put the business of the Jeannette plant in such shape that their discharge is confidently expected.

Users of souvenir goods and novelty lines have been seeking information during the past week on the new 1910 goods. Some of these, buying from three to ten barrels a week, were formerly customers of jobbing houses, but now want to deal direct with the manufacturers.

The imitation rock crystal line of the United States Glass Co., on which a daisy pattern is used, is one of the best selling creations this concern has ever produced. Sales for February are so far almost up to the January record. And that is saying a lot.

All the manufacturers here are complaining about the falling off in trade during the past week or ten days. The local representatives of other glass concerns said the week was the worst of the year.

S. F. Elkins, who has been making a Northern trip in the interest of the Jefferson Glass Co., Eagle Glass and Manufacturing Co., and the Central Glass Co., has returned to his office.

During the absence of John Derrick by reason of illness from his desk at the United States Glass Co. his work was looked after by D. H. Cushwa, who had just returned from a successful Western trip. Mr. Derrick was able to return this week, after being compelled to remain indoors a fortnight.

Manufacturers of packers' goods are looking forward to a big season. They claim that climatic conditions favor large crops this year, and as they are close students of the weather map their views are generally correct. Some of the largest buyers of

packers' goods in the country are asking quotations on larger orders than were placed last year.

Walter Minnemeyer, of the Dugan Glass Co., after spending a fortnight at his home in Cincinnati, following the close of the Pittsburgh glass exhibit, has left for his Western territory.

Cut glass is being shown by some manufacturers in the shape of glove boxes, jewel boxes, trays and bowls for the toilet table. Many of these items are being produced here for the first time.

Williamstown, W. Va. The Fenton Art Glass Co. is operating its plant to capacity, and there is some talk of increasing its size. Sales are large, the iridescent items being as popular with the trade as ever.

Mt. Pleasant, Pa. The Bryce Bros. Co. are being favored with excellent business on their new lines of etched ware. The factory is running steadily, and present conditions are expected to prevail throughout the season. Their sample room is cleverly arranged, and thousands of samples are displayed.

Operations are progressing in a satisfactory manner with the L. E. Smith Glass Co. A new line of salts and peppers, which are sold individually or with caster, is having a successful run. L. E. Smith, who has been spending several weeks in the East, has returned to the factory.

Millersburg, O. Because of the success of Radium glass the Millersburg Glass Co. will soon be operating double the capacity worked six months ago. Another furnace has been completed and will be put in use within a fortnight. Brighter effects are being obtained in Radium glass than were shown during the Pittsburgh

exhibit. One of the recent creations is a vase twelve inches high, five and half inches in diameter at the top, and having a base of six and half inches. It has an old ivory and mother-of-pearl effect.



The Smethport Cut Glass Co. has
Smethport, Pa. closed down with a view to reorganization. The company was organized four years ago by Mr. Reynolds, formerly with Henry Nicolai, Hammonton, N. J. The management was changed last fall when Mr. Kimball, formerly of the Pairpoint Corporation at New Bedford, Mass., assumed charge. The Hamlin bank is said to control the company.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
 February 22, 1910.

ANTWERP	
130 packages glassware.....	B Gunthel
7 " "	Fensterer & Ruhe
164 " "	Miscellaneous Orders
70 " earthenware.....	L Straus & Sons
8 " "	Endemann & Churchill
2 " "	Graham & Zenger
7 " "	Bawo & Dotter
56 " "	L D Bloch & Co
31 " "	G F Bassett & Co
1 " "	Koscherak Bros
99 " "	Geo Borgfeldt & Co
22 " "	Frank & DeKeyser
12 " "	Strobel & Wilken Co
2 " "	Miscellaneous Orders
15 " toys.....	B Illfelder
95 " "	F A O Schwartz
10 " "	R H Macy & Co
21 " "	Strobel & Wilken Co
64 " "	Miscellaneous Orders

HAVRE	
83 packages chinaware.....	Theodore Haviland & Co
20 " "	A G Moment
38 " "	Wm Guerin & Co
3 " "	Miscellaneous Orders

ROTTERDAM	
27 packages earthenware.....	Geo Borgfeldt & Co
9 " "	L D Bloch & Co
6 " "	Bawo & Dotter
34 " "	Lazarus, Rosenfeld & Lehman
90 " "	Miscellaneous Orders
9 " glassware.....	Geo Borgfeldt & Co
42 " "	Miscellaneous Orders
1 " toys	A Steinhardt & Bro
39 " "	Miscellaneous Orders

LONDON	
27 packages toys.....	Strobel & Wilken Co

SOUTHAMPTON	
5 packages chinaware.....	C L Dwenger
3 " "	Ceramic Importing Co
4 " "	L D Bloch & Co
7 " "	Bawo & Dotter
2 " "	H Creange
38 " "	Haviland & Co
22 " "	L Straus & Sons
10 " "	J H Venon
30 " "	Miscellaneous Orders

HAMBURG	
226 packages glassware	Fensterer & Ruhe
1 " "	L D Bloch & Co
20 " "	F Bing & Co
5 " "	F Euler & Co
150 " "	Eimer & Amend
9 " "	Kmy-Scheerer Co
10 " "	W R Noe & Sons
5 " "	Samstag & Hilder Bros
92 " "	L Straus & Sons
2 " "	J H Venon
80 " "	Lazarus, Rosenfeld & Lehman
6 " "	Koscherak Bros
25 " "	Knauth, Nachod & Kuhne
3 " "	J Wygand & Co
80 " "	Strobel & Wilken Co
1,180 " "	Miscellaneous Orders
7 " earthenware.....	H Kupper
28 " "	Bawo & Dotter
48 " "	B Illfelder & Co
2 " "	Koscherak Bros
2 " "	Lazarus, Rosenfeld & Lehman
3 " "	J Wygand & Co
24 " "	F Bing & Co
186 " "	Geo Borgfeldt & Co
25 " "	L D Bloch & Co
7 " "	J Palme
48 " "	L Straus & Sons
6 " "	E R Theiler
4 " "	F W Woolworth & Co
27 " "	Strobel & Wilken Co
392 " "	Miscellaneous Orders
46 " chinaware.....	The Julius Levy Co
85 " "	Bawo & Dotter
7 " "	Miscellaneous Orders
84 " toys	B Illfelder & Co
8 " "	C B Rouss
102 " "	Geo Borgfeldt & Co
60 " "	Samstag & Hilder Bros
6 " "	G W Travers
1 " "	Knauth, Nachod & Kuhne
74 " "	Strobel & Wilken Co
871 " "	Miscellaneous Orders

BREMER	
5 packages glassware.....	L Straus & Sons
1 " "	H Creange
9 " "	A Steinhardt & Co
38 " "	Samstag & Hilder Bros
414 " "	Miscellaneous Orders
1 " earthenware	G F Bassett & Co
19 " "	L D Bloch & Co
72 " "	Knauth, Nachod & Kuhne
47 " "	Strobel & Wilken Co
37 " "	Miscellaneous Orders
30 " toys.....	Geo Borgfeldt & Co
45 " "	L H Mace & Co
38 " "	C B R uss
25 " "	F A O Schwartz
5 " "	G W Travers
381 " "	Strobel & Wilken Co
99 " "	Miscellaneous Orders

LIVERPOOL	
2 packages earthenware.....	The Rowland & Marsellus Co
15 " "	The Julius Levy Co
23 " toys.....	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL	
59 packages earthenware.....	Jones, McDuffee & Stratton Co
6 " "	Meakin & Ridgway
24 " "	American Express Co
49 " "	Mitchell, Woodbury Co
12 " "	A W Chesterton
21 " "	Ocean Transit Co
2 " "	F W Miller & Co
6 " "	E Boote

Among the Potteries

East and West

East Liverpool and vicinity. Experiments are now being made at the Cartwright Bros. pottery with a new form of kiln that can

be made either up or down draft, and which will prove a great saving in the cost of kiln-firing after the system has been extended. The kiln is the creation of J. E. Gamble, of this city. The first time the kiln was fired a saving of 50,000 cubic feet of gas resulted. At its firing next week it is believed that over 100,000 cubic feet will be saved. The claim is made that its general adoption would result in saving over \$200,000 annually to the local manufacturers.

* *

The threatened strike among the soft coal operators will cause delay in a number of the local potteries starting to use that fuel for kiln-firing, as the manufacturers have no guarantee of sufficient delivery.

* *

Business conditions with the Knowles, Taylor & Knowles Co. are pronounced fine by Vice-President Edwin M. Knowles. The new Lotus shape in its various treatments is proving to be one of the most popular ever issued by this concern, although the Ramona is also experiencing a good run.

* *

The demand for plaques is reviving. Several of the local potteries that were planning to drop these goods have been compelled to get out new treatments. It is said that while the plaque business during 1909 was not as good as the year previous, the sales for 1910 give promise of being stronger than ever.

* *

George W. Clark has returned from a several months' trip through the Western States and along the Pacific coast for the Homer Laughlin China Co.

* *

I. W. Van Fossen, who has been maintaining an exhibit for the American China Co., Toronto, O., at the New Thompson House since early in January, left last Saturday.

* *

Among the buyers in the district during the past week were: E. A. Hinrichs, of the Omaha (Neb.)

Crockery Co.; Mr. Sherman, of the Forest City Grocery Co., Rockford, Ill.; Mr. Marcus, with the Jones Dry Goods Co., Kansas City, Mo.

* *

President H. A. McNicol, of the Potters' Co-Operative Co., says that January trade was the largest in the history of the company. Business for February is also showing an increase over the same season last year. T. A. McNicol, in charge of the sales department, who is making a western trip with W. C. Browne, is booking a good volume of business.

* *

A number of new commission salesmen have been added to the force of the Colonial Pottery Co.

* *

With so much snow in the mountains, and more falling last week, some fear is expressed of a flood in the Ohio Valley with the approach of warm weather, and all precautions possible are being taken. The experience of 1906 is well remembered—the loss at that time by the river pottery manufacturers mounting up to about \$75,000.

* *

A shortage of gilders exists in the Western pottery district. Some out-of-town plants recently sent representatives here to hire as many as they could get, but only one was found willing to leave.

* *

The strike of the coopers has been settled, and the men have returned to their benches.



One of the busiest plants in this city is **Trenton.** the New Jersey China Co. Every department is running full handed and plans are being made to double the capacity of the decorating department.

* *

David Davenport, the English potter who was killed by a train while on his way to work in the Brian Pottery last week, was buried on Saturday at the expense of the Sons of St. George, of which order he was a member. Davenport is survived by a widow

and four children, who are left in destitute circumstances in England.

* *

Michael Sebra and Gibrish Seanock, who were bitten by a supposedly mad dog while at work in the Monument pottery last Friday night, returned to their benches on Monday after having their wounds cauterized at McKinley hospital.



The Findlay Board of Trade has obtained a temporary order restraining the United States Porcelain Co. from removing to New Cumberland, W. Va., where it has recently purchased the Chelsea pottery plant. The Porcelain Co., the petition alleges, agreed to operate the local plant for ten years and to employ 100 people, but that the number of employees has never exceeded seventy-five.



The plant of the Dresden China Co. here has been bought by the National China Co. of East Liverpool and will be placed in operation April 1. The same lines made in East Liverpool will be duplicated here. The pottery will be known as National No. 2.

OLD CHELSEA CHINA.

AMONG the many hobbies of present-day collecting is that of old Chelsea china. Until a few years ago Chelsea was the quaintest and most Old World of all the London suburbs, and it is still a favored place with artists. There is something bohemian in the art life of Chelsea, a something that approaches nearer to the Latin quarter of Paris than anything else in England. It is therefore appropriate that this beautiful English china should be associated with a place famous for its artistic surroundings.

Of the exact date of the foundation of the Chelsea factory nothing is definitely known, but that it was in existence in 1745 is proved by the fact of a small cream jug which has "Chelsea, 1745," incised in the paste before glazing and firing.

The first proprietor of the Chelsea factory of whom there is any record was M. Sprimont, who was, as his name suggests, of French origin. This would account for the decided French influence of design seen in many of the earlier pieces. They also displayed in a marked degree the influence of Dresden and Chinese models, but with a characteristic method of painting that was entirely original, being at first very simple in their scheme of color, but afterward showing, both in form and decoration, an elaborateness of detail which suggested a study of some of the early pieces of Sevres.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman on commission for side line of salable brass novelties, easily carried. Address L. W. LEVY & Co., 590 Broadway, New York.

TO LET.

FOR RENT—Part of store and use of show window in the heart of the Crockery and Glass District. Possession March 1. Lease. PAUL JOSEPH, 55 Park Place, New York.

BUSINESS OPPORTUNITIES.

A crockery salesman wants popular-priced line American dinnerware and specials adapted to the scheme and department store trade. Metropolitan district, New York. Commission basis only. Address C. W. S., this office.

TO MANUFACTURERS OF AMERICAN PRESSED GLASSWARE.—Experienced salesman selling specials—only four or five articles, but a lot of each—to people who have never sold glass desires connection on commission basis with A1 manufacturer. Address FAIR PLAY, this office.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

THREE

Names of countries: England, France and Denmark!

Then comes to mind three names of China: Royal Crown Derby, **AVENIR**, and B. & G. Copenhagen—characteristic, and types of cultured taste.

F. W. JENKINS & CO.,

42 Park Place.



NEW YORK, MARCH 3, 1910.

THE CONDITION OF BUSINESS.

While business continues to be good, **New York** there has been a slight falling off since last week. Many of the large jobbers have completed their purchases and returned home; but a new contingent has arrived, although not in such large force as earlier in the season. The amount of goods taken so far, however, is very gratifying, and is nearly up to expectations.

The quantity of German wares ordered is perhaps a little in excess of what was looked for. The large stocks marketed last fall, and which it was supposed would be still in the hands of retailers, have evidently been disposed of. Staple German goods have been in normal request, and a large business has been done.

French wares have received much attention at the hands of jobbers, and there is little or no fault to be found with the business in this direction. Importers who look more to the retail trade are now beginning to get busy.

English china continues to be in excellent demand, and the large factories on the other side are well supplied with orders. English earthenware has not shown very much increase, and some of the importers are complaining a little. Of course, the bulk of this business was placed in the fall. Usually, however, supplementary orders for considerable

amounts come in at this time. They have this year, but not quite up to expectations.

Domestic crockery still continues in great request. Factories East and West are alike well supplied with orders, and at slightly advanced prices.

The demand for domestic glass is fairly good, the travelers doing about the usual business. Manufacturers of low-priced cut glass are exceedingly busy, but the demand for rich cuttings and rock crystal is only fair.

The call for lamps is not very loud—decorated jobbing goods having been taken earlier, while the retail lines have not yet been asked for to any great extent.

Metal goods are very quiet.

Retail trade in the interior has had a serious setback by reason of the floods reported from many points, and the disturbances in Philadelphia have had a very disastrous effect on business there, the crockery departments in many cases suffering severely. The department stores have been almost deserted, and in consequence thousands of employees have been laid off. It is reported that in one establishment alone five hundred, principally girls, have been told to take a temporary vacation. If the general strike ordered for next week goes into effect Philadelphia will not be a very good market for some time to come. To

offset these somewhat discouraging features, business in the West is good. The snow has been a benefit to both crops and lumbermen. New England logging camps are also rejoicing over the heavy snowfall.

Retail trade in New York also has shown a slight tendency to drop off. Imported dinnerware, however, has been selling well, and cut glass sales are average. In earthenware the report is fair. Odd pieces of decorative china are finding ready sale. Pressed glass is as active as usual for this period.



February's business showed a decided **Trenton.** increase over that of 1909, the freedom with which orders were placed being very noticeable. Manufacturers are beginning to accumulate some stock, but not as rapidly as they would like. Collections continue good, and the outlook is very pleasing to the local manufacturers.



While with some glass manufacturers **Pittsburgh and vicinity.** a goodly volume of orders is announced, with others a certain degree of apathy exists. The severe cold weather is said to have kept down buying. Everybody believes that with the opening of the spring season the factories will be offered far greater business than they were during the month of February. However, the volume of sales for the first two months of the year was far greater than for the same time during 1909.



With a possible exception or two, **East Liverpool and vicinity.** every pottery in the upper Ohio valley territory is running full time. Salesmen are doing very well—those in the East sending home an exceptionally good volume of business. There is no shortage of fuel, and the manufacturers are getting shipments out promptly. Many buyers have asked that shipments be hurried on some special lines.

INSURANCE FUND FOR POTTERS.

THE Trenton local of the National Brotherhood of Operative Potters will vote this week on a proposition to establish an insurance fund in the Brotherhood. The proposition will be voted on by locals all over the country, and a two-thirds majority is necessary to put it through.

According to the insurance fund plan, each member of the Brotherhood will be required to pay 25 cents a month to the fund, which will be administered by the national executive committee. The ben-

efits are \$5 a week for illness, not to exceed 13 weeks in any one year, and \$100 at death. A reserve fund is to be created for minor benefits in each union by retaining a sum of money from the insurance dues at the following ratio: Locals numbering twenty-five members or less, \$35; 100 members or less \$60; 250 members or less, \$75; 500 members and over, \$100.

SCARED FOR A WHILE.

AT nine o'clock on Thursday morning the District was thrown into a state of excitement by a fire on the top floor of the Geo. F. Bassett building, 52 Park Place, occupied by Geoffroy & Co., manufacturing jewelers. Owing to three alarms being sent in from different sections, a large number of engines were on the spot and a great crowd gathered. A spark from an electric motor adjoining the elevator shaft set oil and waste on fire, and the blaze spread rapidly. But it was not long before a stream was on, and the fire was extinguished with trifling loss. Even the water damage was slight, as the flood obligingly ran down the elevator shaft, and the crockery stock of Bassett & Co. was untouched.

BERLIN FAIR CALLED OFF.

BECAUSE of the embarrassment caused by German opposition, the executive committee of the American exposition which was to have been held in Berlin this summer decided on Monday to call off the exposition and postpone any action toward holding one until 1911. If it is then decided to hold an exposition it will be a joint one. Subscriptions already made would be returned, it was said, and the force at the headquarters of the committee, at No. 30 Church street, would be reduced. The committee issued the following statement:

"In view of the apparent opposition which has developed in Germany against the American exposition to be held in Berlin during the coming summer, the American executive committee has decided upon a postponement until 1911.

"The members of the executive committee and the gentlemen who agreed to serve on the advisory and other committees did so for the purpose of showing their good will toward Germany and German interests and to promote the commercial relations between the two countries and in anticipation of similar co-operation on the part of the commercial interests of Germany, and for no other reason.

"As apparently this is not entirely understood, the members of the executive committee are of the opinion that it might be advisable to make the exposition a German-American affair, in which both countries should participate, and thus prove it is not in-

tended to be an American industrial invasion. With this object in view, the majority of the members of the executive committee will visit Berlin in the coming summer for the purpose of bringing about, if possible, such a German-American exposition, and the United States government has been requested to continue the honorary commission which was appointed to represent it at the exposition this summer."

The Berlin backers of the exposition are highly incensed. They immediately met and adopted a resolution that this postponement amounted to an abandonment of the project, and refused to consider the request of the American committee that the German committee should investigate the prospects for a successful exposition in 1911. They say it will be held this summer on the lines mapped out or not at all. The chances are that it will be not at all.

SALESMAN KILLED IN AUTO ACCIDENT.

A BRIEF telegram from Cleveland states that J. L. Clark, who represented Kinney & Levan in the Kansas territory, was killed on Saturday night in an automobile accident. Details are not known at this writing.

SETTLED FOR GOOD.

AS stated in our last issue, the United States Supreme Court has finally settled the long litigation growing out of the advance by the Board of General Appraisers on Haviland china in 1906 by denying the application made by the Government for a writ of certiorari to the Circuit Court of Appeals, which had decided in favor of the importers.

The case has attracted a great deal of attention among importers and customs officers generally because it involved the right to carry a reappraisement case to the courts where the reappraising officers made their decision without evidence to sustain it.

When the Board of General Appraisers was organized in 1890 the law provided that their decision on questions of value was to be final. Acting under a decision of the Supreme Court made about 1892 that the Board's decision was final only if they proceeded in accordance with law, Haviland & Co. raised the point that if the Board made a decision with no evidence to support it their decision came within the former ruling of the Supreme Court and was void.

The Board had advanced their goods about 16-1/2 per cent above the entered value, and by protest the case came again to the Board of General Appraisers, where the protest was sustained in an opinion by General Appraiser Hay. On appeal to the Circuit Court Judge Martin affirmed Judge Hay's decision, and his opinion was in turn affirmed by the Circuit Court of Appeals in an opinion by Judge Coxe.

The denial of the application for a writ of cer-

tiorari by the Supreme Court operates as an affirmation of the Circuit Court of Appeals decision.

BLOWN IN THE GLASS,

MILK bottles which contain less than is expected from outward appearances will be a thing of the past if the bill which has been introduced in the New York Legislature is enacted. There has been considerable talk to the effect that the bottles generally used in dispensing milk in the large cities do not contain the amount called for in the bills of the purveyors, and the bill aims to put a stop to such practices by having each bottle branded in a manner which will indicate its contents, and if the milk in the containers does not amount to what is called for on the label there is a liability which the bottler will have to face in a possible criminal prosecution.

The law reads in part: "Every manufacturer of bottles to be used for the sale of milk or cream shall cause to be blown into the side of such bottle in plain raised letters and figures of at least one-half an inch in length the amount such bottle will contain when filled to the cap ring. Abbreviations may be used for the words and fractions for the figures, as "2 qt.," "1 qt.," "1 1/2 pts.," "1/2 pt.," "1 gill." Every such bottle hereafter manufactured and so marked shall be of sufficient size to contain when filled to the cap ring the amount of milk or cream indicated by the marking on the side thereof."

THE QUESTION OF PRICE.

THE man who sells goods must be prepared to hear from nearly every man that his price is too high. If the buyer always told the truth, then the salesman who sold the most goods would simply be the one who actually sold at the lowest price. Price, however, does not mean anything. Price is high or low only when quality is taken into consideration.



AVENIR CHINA GAME SET AT F. W. JENKINS & CO.'S.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

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TEL. 6724 CORT.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 3, 1910.

KEEP "THIRDS" OUT OF THIS MARKET.

GREATER care and skill exercised in the potteries of this country have resulted in the diminution to a very large extent of that undesirable commodity, "thirds." Still, too many are produced, and some of them find their way to New York. Now, this is poor policy on the part of the manufacturers. If the latter feel, as many do, that, instead of tossing them on to the sherds heap, where they rightfully belong, they should bring in a little money, let them be sent to locations where they will not come into competition with regular goods—certainly not here, where, no matter how poor people may be, they see the best things of the world in the shop windows, and are more discriminating as to quality than in almost any other part of the country; while the well-to-do certainly know and want the best.

The manufacturers are fond of saying that they can do business easier in the West than in the East. Possibly; but it would be well to cater more for the custom in this region. There are more people here willing to pay for the right kind of ware than in all the rest of the United States put together. The manufacturers apparently do not realize the vast population in Greater New York and the area within an hour's ride from the City Hall. It is claimed that no less than 8,000,000 people are within this range. If manufacturers will keep their "thirds" out of New York they can do a bigger business here than they have yet dreamed of. But not otherwise, for reputation counts, and it is difficult to sell good wares bearing the same stamp as that found on the "thirds."

AGREEMENT PROBABLE.

THE general impression that an agreement will be reached on the maximum and minimum rates between this country and France is strengthened by a cablegram, just as we go to press, from the Paris correspondent of the "Journal of Commerce," who says:

"I am able to state that the feeling in official circles in connection with tariff negotiations with your Government is distinctly friendlier. There is to-day every hope of an arrangement that will be satisfactory for the States. It now simply means the confirmation on both sides of mutual concessions that already have been tentatively negotiated on the broad basis that France agrees to extend her minimum column of duties to all important items of imports from the United States. Your Government, it is understood, has withdrawn from its previous contention that the minimum column should apply to all products or manufactures exported direct to France from the United States or from any American dependency. The concessions by France are understood in official circles here to be satisfactory to your President."

PERSONAL.

THE agony is over. Norman H. Gardinier has secured the position toward which so many longing eyes were turned—that of china buyer for the New York store of Gimbel Bros. He sailed with the china and glass contingent on the George Washington Feb. 24. Mr. Gardinier was with the Jordan-Marsh Co., Boston, for more than ten years until about a twelvemonth ago, since when he has been engaged in real estate.

L. C. Moser, who succeeds R. L. Slick as china buyer for Davidson Bros., Sioux City, Ia., arrived in the District last week.

Adam Snow, New York manager for the Pairpoint Corporation, returned from a month's trip to Bermuda last week, incidentally making a change from an outing shirt to a fur overcoat.

Mr. Selby has succeeded T. F. Islip as china buyer for Taft & Pennoyer, Oakland, Cal.

Chas. Hartford, manufacturers' agent, Providence, R. I., who specializes Chippendale glass, had an unpleasant trip coming to New York this week on the Sound steamer. He was detained by the fog off City Island, and, instead of arriving at 7:30 a. m., did not reach the dock until three o'clock in the after-

noon. Mr. Hartford reports a very good business in New England.



E. E. Starkweather, china buyer for A. H. Abbot & Co., Chicago, has accepted a similar position with Favor, Ruhl & Co. of that city. Mr. Beeny, formerly assistant buyer, succeeds Mr. Stockweather.



J. E. Plummer returned from a trip to the Coast last week for the J. Pouyat Co. He leaves the latter part of next week for the West and South.



Frank Challinor, formerly at the Pittsburgh factory of the United States Glass Co., took up his duties at the New York office Monday to familiarize himself with the selling end.



H. J. Smith, who covers the Eastern territory for Cox & Lafferty, left headquarters Monday for a two weeks' round among the New Englanders.



C. H. Silvernail is the new buyer for Martin & Naylor, Gloversville, N. Y.



C. R. Allen, of Gainsboro, Ga., is making his first visit to New York to buy china and glass.



W. M. Anderson, chief of the manufacturing department of the United States Glass Co., passed through New York on his way home from a visit to the Isle of Pines.



Chas. Kaiser, with Morimura Bros., leaves for Japan on the 5th. During Mr. Kaiser's absence L. W. Greeman will travel his territory. He starts next Monday, and will take in Boston, Philadelphia, Baltimore and Washington.



Adolphe Paroutaud, Limoges, France, has been appointed Commissioner of Foreign Commerce by the French Government.



Eugene Schmidt, formerly buyer for the J. L. Hudson Co., has signed with the Pairpoint Mfg. Co., New Bedford, Mass., to travel in the Northwest.



Edgar Bowman, of the Geo. H. Bowman Co., has come from Cleveland to join the New York force during the balance of the import season.



S. E. Kaufman, Trenton's largest retailer of china and glassware, returned home on Monday from Hot Springs, Va., where with Mrs. Kaufman he had spent two weeks.



J. D. Dobbs, Southern representative of Geo. F. Bassett & Co., is in town. Mr. Dobbs had a severe

attack of pneumonia last fall which prevented him from making his usual visit North at the first of the year.



R. D. Buchanan, of Vancouver, B. C., is on his first visit to this city. He is registered at the Knickerbocker.



Geo Mortimer, president of the Mortimer Glass Co., Pittsburgh, passed through New York Tuesday on a tour of the Eastern cities.



Maurice Block, of the Anglo-American Crockery and Glassware Co., San Francisco, sails for England Saturday on the Laurentic.



Percy N. Leyland, of J. & G. Meakin, England, is expected to arrive on the Lusitania Friday, March 4.



Geo. Hamilton, representing Furnivals, Ltd., left New York Tuesday on a three weeks' trip through the Middle West.



Ernest Johnson, of Johnson Bros., Hanley, Eng., sailed on the Mauretania March 2.



Miss Josephine Beaubenard, of the retail department of the Geo. H. Bowman Co., Cleveland, is making her usual spring trip to New York. She knows the business thoroughly, and is a welcome visitor.



Frank R. Martin, with the Cowell & Hubbard Co., Cleveland, arrived in New York on Tuesday morning for a two or three days' visit. He has secured passage on the Amerika, sailing for Europe March 26. Mrs. Martin will accompany him.



S. P. Arnold left on Saturday for his regular trip in the interest of Edw. Butler.



Chas. Streiff came home on Saturday last from one of the best trips he ever had through the South and Southwest. He says he found everybody in a cheerful mood and ready to buy.



Alex. Anderson, of Minneapolis, accompanied by his wife, is in town, stopping at 44 West 25th street. Mr. Anderson expects to be here for about two weeks.



Chas. Bow, head of the retail department of the Geo. H. Bowman Co., Cleveland, is in town making his purchases.



Geo. H. Service, with Kennard L. Wedgwood, leaves Monday for the West and South on a three

months' trip with several trunks of the Webb and Wedgwood samples.



Justin Tharaud, the French china man at Maddock & Miller's, left Tuesday for a short trip to Baltimore and other cities in that section.

SEITER—BAUDOUINE.

WEDDING bells rang on Tuesday of this week for William Alfred Seiter, son of Col. Charles J. Seiter, of Higgins & Seiter, who was united to Marguerite Baudouine at Larchmont, N. Y.

Only immediate members of the two families were at the wedding, which took place at noon in St. John's Episcopal Church.

After the ceremony the bride's father entertained the young couple and some of the wedding guests at a breakfast at the Larchmont Yacht Club. There was another reception later at Mr. Baudouine's apartment, on Riverside Drive.

The young couple intend to have a honeymoon of two weeks in Philadelphia and Atlantic City.

FRENCH GASLIGHT INVENTION.

THE Bec Economique Galile gaslights, invented by M. Galile, of Nancy, France, are enjoying a large sale in that country owing to their inexpensive operation. A number of different models of these lights were on display at the Exposition d'Alimentation, recently held at Paris, where they attracted much attention. The lamp proper is of medium size and may be attached to an ordinary gas fitting. Instead of having a mantle suspended from the gas-burner, as with the ordinary gaslight, the pastille is placed upon a perpendicular metal bar which is placed parallel to the gas feeder, the latter being bent and pointing toward the pastille at right angles. The feeder is perforated and may be shifted back and forth at will according to the amount of gas one desires to employ. The pastille, instead of being cone shaped, is a disk about one-fourth inch in diameter and is stretched across a tiny metal frame. The feeder is operated by a thumbscrew. A disk will wear five or six months, and they may be purchased at forty cents per dozen. The small amount of gas consumed by this light is the special attractive feature—five liters being sufficient for one hour's use. At this rate the expense of the light would be reduced to a minimum of one-fifth of one cent for twelve hours. The light casts a soft white light, and while not especially intensive is of a sufficient brilliancy for a hall, stairway, telephone booth, lavatory, or place where a strong light is not needed. Without the globe this light retails locally at \$1.25. It is said to be perfectly safe

and odorless and always ready for use. The Bec Combine Galile has an ordinary large mantle in addition to the disk referred to and produces a much stronger light when both pastilles or only the larger one is in use. If desired, only one at a time may be used. This lamp is designed for kitchen use, hotel office, and other places where a continued light is unnecessary. It is also very inexpensive. The regular price without the globe is \$1.65, with an additional ten cents for the globe.

AT PITTSBURGH.

TRADE with the Pittsburgh branch of Kinney & Levan in the Century Building, Seventh street, is very good. Buyers have been numerous, and their orders far more liberal than during 1909. The new import lines are very attractive, and the exclusive dinner patterns are pronounced the best this house has yet shown.

W. J. Harkness and George C. Feltes, representing Sibley, Lindsay & Curr Co., Rochester, N. Y., opened their Pittsburgh sample room in the Century Building this week. A line of holiday toys and novelties is being shown to advantage.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 12, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 12, '10	Correspond- ing period 1909
Boston	203	58	934	673
New York	186	78	995	490
Baltimore	100	564	1641	2003
Philadelphia	100	111	776	589
New Orleans	46	45	174	156
Newport News .....	...	...	55	224
San Francisco .....	...	...	...	...
Portland (Me.)	67	54	390	611
Galveston .....	...	9	86	59
Portland (Or.) .....	...	...	...	...
Inland Points	99	38	239	133
Total	701	957	5290	4938

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb. 12, '10	Correspond- ing period 1909	Exports Jan 1 to Feb. 12, '10	Correspond- ing period 1909
New York	186	75	946	424
Boston	201	58	716	631
Philadelphia	100	111	638	409
Baltimore .....	...	564	1643	1920
San Francisco .....	...	...	...	...
New Orleans	46	45	118	149
Portland (Me.)	39	34	162	475
Galveston .....	...	1	86	51
Newport News .....	...	...	55	224
Portland (Or.) .....	...	...	...	...
Inland Points	99	38	312	323
Total	671	926	4676	4606

The New York Crockery and Glass District.

The German and Austrian lines of dinnerware at Geo. Borgfeldt & Co. are noticeable for both variety and design. Several of the leading patterns are kept in stock for immediate delivery. They are also showing some extremely handsome dinnerware from a few of the more prominent French manufacturers.

Among the new samples of "Chippendale" which Fred'k Skelton has just received from the Jefferson Glass Co.'s "Krys-Tol" factory is a sauce-boat and stand which in our opinion as well as those of a number of buyers is one of the most beautiful and exclusive articles in the line.

Cox & Lafferty are showing a line of hand-painted china on import. The decorations are flowers in soft tones and natural colors. Buyers who handle fine leaded art glass domes and shades may see here a reproduction of a grapevine in a 26-inch hanging dome that will pay them for calling. New samples are opened this week from the Imperial glass company, and a new shape in stemware from the Seneca Glass Co.

A. R. Marryatt, the cut glass man, has enjoyed such success with his large vases and two-piece combination sweet pea vases and nappies in the competitive New York City market that he is going after the out-of-town buyers through advertising. Mr. Marryatt shows the full line of the Pioneer Cut Glass Co. at 32 Park Place.

C. H. Taylor, who formerly carried the Libbey cut glass line, has been appointed New York representative for the Libbey blanks. The first samples have arrived.

Bassett china has a body and glaze peculiarly its own—attributes to which Geo. F. Bassett & Co. ascribe the great success it has achieved. Decorations are always a matter of taste, and to meet all views they have hundreds of patterns from which to select. The popularity of this ware is attested by the

fact that it is on sale in nearly every city and town in the country.

The line of fancy goods at the Haviland & Abbot Co. this season is one of the big features in the District. The shapes and decorations have been put to the final test with buyers, and the orders already placed support the judgment of the company in the selection.

The line of Schierholz art china shown by Herman C. Kupper is one of the sights of the District. Highly artistic effects are reached throughout—the comports being especially noteworthy, with their cherubic supports around which festoons of natural fruits wind in graceful curves. Similar festoons in high relief decorate the bowls.

The Lowestoft pheasant dinnerware pattern at John Davison's is proving to be the best seller in the semi-porcelains. A richly colored pheasant in all his splendor is featured on the various pieces, and the prices for import or open stock are very attractive. A special price list has been issued which includes 100, 112 and 130 piece compositions.

Exceptional values in mammoth portables are shown this week in two sizes by J. Morgan & Sons in novel decorative treatments of the tulip and wild rose. These portables stand 24 inches high, with domes having a spread of 23 and 27 inches respectively. They make a fine showing, and are far superior to the general run of \$25 goods. Both are three-light, beautifully finished and substantially constructed.

The Mentone is one of the new dinnerware patterns shown by Robt. Slimmon & Co. which has entered the ranks with the best sellers because of its favorable comparison with the more expensive wares. The body is of very light semi-porcelain, with a floral band border encircling festoons of flowers. There is just a suggestion of gold in the narrow band around

the edge. The covered dishes, well molded, are of a shape that "wears well" to the eye.

F. Bing & Co.'s Successors are making a strong feature of their specialties in porcelain, bronze and marble, as well as their fine line of metal goods. Their claim of carrying exclusive specialties of the more artistic sort is fully substantiated by the display, and they are adding many new accounts.

The new patterns in vitrified hotel ware shown by Edw. Boote from Wood & Son are moving fast. They embrace band and line prints and transfers in many combinations, all under glaze, with welded or round edges. Orders for special designs in monograms, crests, etc., are promptly executed.

Endemann & Churchill are showing a remarkably pretty line of French china. It is all the more enticing because the decorations and shapes are so very different from anything else in the market. Ware of this kind appeals to buyers because it livens up stock and attracts the feminine portion of the community.

Beautifully-designed "Kinran" porcelain, the decoration of which has the effect of the finest silk embroidery, is attracting lots of attention at Vantine's. The line includes about everything decorative made of porcelain, from the cheapest to the most expensive. That "Kinran" is destined to become exceedingly popular is the impression of all who see it.

J. H. Venon, sole agent for the famous French Martin china and Russian Kornilow china, says he can see nothing but orders ahead.

Among the short fancy lines that have attracted considerable attention are the three piece tea sets of the J. Pouyat Co. The odd shapes, symmetrically molded, with decorations in gold from the extremely elaborate to the more simple filigree patterns, have proven very popular.

The large stemware display of the United States Glass Co. has been augmented this year, as usual, with new shapes and etchings, engravings and cuttings. Some of the finest of blown glass is exhibited, with that deep, resonant ring that is music to the ear of the housewife.

Buyers this year are especially on the lookout for novelties, and the Strobel & Wilken Co.'s offerings are attracting much attention. They have recently unpacked a line of "Stromboli" ware which deserves investigation. The figures are very odd,

and include snakes, lizards, frogs, elephants, etc. This ware is not to be confused with the Japanese styles. It is entirely different in both design and coloring.

The New York salesroom, of S. A. Weller is a scene of constant activity. The lines of art ware and vases are especially in demand, and the Zanesville works are very busy just now keeping up with the orders. In fact, from the way they are being received it will not be long before the factory will be working overtime.

L. D. Hatton has added to his lines the steel enameled gas and electric shades of the Royal Enameling and Stamping Works, Chicago.

Hugo H. Freudenfels, of the Art China Import Co., is about as busy a man as can be found just now. From the time he enters his office in the morning he is kept continually on the "go". He says his factory cannot ship the orders fast enough to catch up, although it is working day and night.

Easter novelties in egg shape were placed on display last week by Koscherak Bros. The varied designs in gold on a solid ground of cobalt blue make a very striking combination. The cover feature adapts the novelties for candy boxes and a wide range of similar uses.

B. Gunthel, the Val St. Lambert glass importer, has received carte blanche from his factory to remodel the New York showroom and make it the handsomest in the District.

Alex. G. Menzies opened last week a line of Colonial glass from the John B. Higbee Glass Co. Alex. says it's the best ever, and that a whole lot of buyers agree with him.

Dolls in every conceivable shape and size are to be seen at Louis Wolf & Co.'s showrooms. The line has been considerably increased this season, and represents the products of a number of manufacturers.

A. Gredelue reports that his travelers are sending in very good orders, especially for Venetian style gold. Meanwhile he has all he can do attending to visiting buyers.

I. P. Cohen, cut glass agent, has removed to room 57 in the Crockery Exchange.

Sutherland art ware, from Frank Beardmore & Co., shown by Fondeville & Van Iderstine, is making

the biggest hit in its history. A very complete showing, embracing a quantity of beautiful decorative pieces, is now on view at 37 Warren street. German hollow glassware is carried in stock ready for prompt shipment.

The Art China Import Co. are preparing a new catalogue of white china for decorating. Copies will be mailed to interested parties on request.

The office of E. Bergman & Son in the Crockery Exchange will be closed March 5. The lines formerly handled by the firm have been transferred to various representatives.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

K K Denniston, with J D Purcell Co, hf, Lexington. 45 Lispenard.
 B McManmon, with Garbade, Eiband Co, hf, c, Galveston. 100 Fifth Avenue.
 J F Kamp, with J Bacon & Sons, hf, t, c, Louisville. Hermitage.
 Mary V Pangemann, with Kinane, Sullivan Co, c, t, Springfield, O. Navarre.
 C E Fisher, with L S Donaldson Co, s, Minneapolis. 2 Walker.
 W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester. 454 Broome.
 L B Feigenbaum, with California Toy and Notion Co, San Francisco. 591 Broadway.
 J F Kearney, with Panton & White Co, hf, c, Duluth. 45 East 17th.
 J Webb, with Montgomery (Ala.) Fair, hf, c. 214 Church.
 F H Sturtevant, with Forbes & Wallace, hf, t, Springfield, Mass. 2 Walker.
 A J Scott, with Z L White Co, t, c, hf, Columbus. Imperial.
 Leo. Orear, of Chenault & Orear, c, Mt Sterling Ky. Raymond.
 F W Pickup, with H H Sturtevant Co, hf, g, Zanesville. 320 Church.
 E J Cards, with H E Bauch, hf, c, s, Milwaukee. 32 Union Square.
 J H Lanham, of Lanham & Sons Co, hf, Rome, Ga. Herald Square.
 S Cohen, of Cohen Co, hf, t, Richmond. 100 Fifth Ave.
 A P Lyon, with Stix, Baer & Fuller Dry Goods Co, hf, c, St Louis. 683 Broadway.
 C E Griffith, with Montgomery, Ward & Co, hf, Chicago. 43 Leonard.
 P G Rinkin, with Boston Store, c, g, s, Chicago. 114 Fifth Ave.
 J J West, with Powers Mercantile Co, c, hf, t, Minneapolis. 214 Church.
 S G Seager, with Syndicate Stores, Hazelton, Pa.
 F A Montci, with Fox & Co, hf, t, Hartford. 320 Church.

L C Moser, with Davidson Bros, c, Sioux City. 683 Broadway.

Messrs Mellen and Hughes, Hartford, Conn.

Mr Richardson, of Richardson & Grant, Salt Lake City.

Alex Anderson, Minneapolis. 44 West 25th.

F P Boyland, with McCurdy & Norwell Co, c, hf, s, Rochester. 821 Broadway.

R D Ross, of R D Ross & Co, c, g, St Stephen, N B

C E George, with Field, Schlick & Co, c, St Paul. 31 Union Square.

L Goodkind, with Manheimer Bros, c, g, St Paul. 320 Church.

H J Muldoon, with Golden Rule, hf, St Paul. 200 Fifth Avenue.

H C Watson, of H Watson & Co, c, g, Saginaw. Navarre.

F E Rosenberg, with M Seller & Co, c, Seattle.

J Beleinson, c, g, Helena, Ark.

R J Calm, A J Kline and H M Phillips, with Dives, Pomeroy & Stewart, hf, Reading, Harrisburg, Pottsville. 2 Walker.

A P Spangler, with Bush & Bull, hf, Easton. New Grand.

G Louis, with Woodward & Lothrop, t, Washington. 438 Broadway.

J S Beeford, c, Nashville. Knickerbocker.

J C Cameron, c, Nashville. Knickerbocker.

A H Bryant, with Missouri Glass Co, c, g, St Louis, Waldorf.

F R Martin, with Cowell & Hubbard Co, c, g, Cleveland.

Mr Kirk, with Rosenbaum & Co, hf, Pittsburgh.

J W Moorehouse, with May Co, hf, c, Cleveland. 4 Washington Place,

P W Sanders, with Charleston (S C) Crockery Co.

E D Stauffer, with May Co, t, Cleveland. Cadillac.

E D Bartholomew, with Wm Hengerer Co, hf, Buffalo. 214 Church.

Miss M Lesenhuber, with J N Adam & Co, s, Buffalo. 214 Church.

C Penshorn, with Meinecke Toy Co, Milwaukee. Hoffman.

J J Jacklin, c, g, and G A Dahlgren, hf, with Rothschild & Co, Chicago. 43 Leonard.

A Faulstrault, Cedarhurst, L I.

Nathan Raff, Glen Cove, L I.

R D Buchanon, Vancouver, B C. Knickerbocker.

H Barindecht, of H Barindecht & Co, Kalamazoo. Cadillac.

C C Cullen, Knoxville, Tenn. Martinique.

D C Durham, of Gilreath, Durham & Co, c, g, Greenville, S C. Gregorian.

G Bub, Omaha, Grand.

H C Hasemeyer, Richmond, Ind, c, g, Flanders.

WANAMAKER'S SPECIAL SALE.

WHAT is easily the largest display of dinnerware ever seen in a New York retail store is now on view at Wanamaker's—the occasion being the annual March sale of china and glassware. Four thousand sets comprise the showing, including china from the Limoges potteries of Theodore Haviland, Pouyat, Charles Field Haviland, and Redon. The display of

cut glass—\$50,000 worth—is equally impressive. There is also an elaborate array of fancy china.

Double-page advertisements in the daily press are being used to announce the sale, and preparations have been made to handle the biggest business in these lines they have ever had.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
March 1, 1910.

ANTWERP

99	packages glassware.....	B Gunthel
3	" "	C Dorfinger & Sons
18	" "	Graham & Zenger
80	" "	Miscellaneous Orders
2	chinaware.....	Bawo & Dotter
2	" "	Frank & DeKeyser
46	" "	Vogt & Dose
1	" "	Miscellaneous Orders
13	earthenware.....	L Straus & Sons
6	" "	Bawo & Dotter
6	" "	L D Bloch & Co
313	" "	Geo Borgfeldt & Co
11	" "	Frank & DeKeyser
14	" "	Miscellaneous Orders
14	" "	C B Rouss
15	" "	Miscellaneous Orders

COPENHAGEN

66	packages toys.....	Geo Borgfeldt & Co
21	chinaware.....	C Kaas
18	" "	J H Venon

TRIESTE

1,157	packages glassware	A L Crawford
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HAVRE

22	packages chinaware.....	Theodore Haviland & Co
24	" "	Miscellaneous Orders

KOBE

19	packages chinaware.....	G H Bowman Co
17	" "	L Straus & Sons
89	" "	Miscellaneous Orders

BORDEAUX

33	packages chinaware.....	Wm Guerin & Co
----	-------------------------	----------------

LONDON

28	packages toys... ..	Strobel & Wilken Co
3	" "	Geo Borgfeldt & Co

BREMEN

63	packages toys.....	Strobel & Wilken Co
27	earthenware.....	" "

HAMBURG

18	packages earthenware.....	Strobel & Wilken Co
29	toys	" "

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8	packages earthenware.....	Jones, McDuffee & Stratton Co
1	" "	Richard Briggs Co
2	" "	American Express Co
2	" "	Ed Butler
3	" "	Houghton & Dutton
80	" "	Mitchell, Woodbury Co
1	" "	Miscellaneous Orders

NAPLES

7	packages earthenware.....	R F Downing & Co
1	" "	Miscellaneous Orders

FOR "AULD LANG SYNE'S" SAKE.

NEWSPAPER men of Trenton, N. J., tendered a complimentary banquet on Saturday night to their former co-worker on the "State Gazette," I. Sidney Hirsch, who is now one of the Western representatives of A. A. Vantine & Co., this city. Mr Hirsch quit newspaperdom to take up the trials and tribulations of traveling salesmanship with the old Willets Mfg. Co. before his connection with Vantine's.

The Trenton scribes presented him with a beautiful silver-handled silk umbrella, the presentation speech being made by James E. Callahan, of the "Trenton True American." An original poem was read by Albert F. Eckert, of the "State Gazette," who metrically complimented the guest of the evening in a fashion that drew frequent applause. Marvin A. Riley, of the "Trenton Times," presided.

BUSINESS BRIEFS.

Strong & Co., Monticello, N. Y., have succeeded to the business of W. W. Johns.

* *

Lorch's department store, Pittsburgh, was destroyed by fire Feb. 24. Loss, \$35,000.

* *

Mrs. Holmes has purchased the five and ten-cent store formerly conducted by Mrs. West at Malone, N. Y.

* *

E. J. Bailey, Jr., has purchased the housefurnishing and crockery business of Rose & Childs, Ellenville, N. Y.

* *

The Smethport Cut Glass Co. was sold Monday at a sheriff's sale. This is understood to be simply a part of the process of re-organization.

* *

Many a Herkimer housewife blessed the oil lamp on Tuesday night when the gas supply from Utica was cut off by the flood which swept down the Mohawk Valley and destroyed the main.

* *

O'Beirne Bros., hotel and club supplies, 319 West 42d street, are reconstructing and extending their quarters so as to double their floor space—the store next door being fitted up as a sample room. They are seriously considering extending their line to cover the general trade.

* *

A rumor is floating around that Lit Bros., Philadelphia, will come to New York in the near future. It could not be confirmed; but as the story about Gimbel Bros. coming here was rife for months before they allowed it to be published, there may be something in the Lit matter.

Among the Potteries

East and West

East Liverpool and Vicinity. Insurance adjusters have completed their work at the D. E. McNicol pottery, and on Monday

operations in the clay shops were resumed. Workmen are busy as beavers making repairs to the decorating and packing departments, and ere the week ends these departments will again be active. Portions of the clay shops went on last Friday. White ware shipments were going forward within three days after the fire. While there has been some delay with the shipment of decorated orders, the firm is putting forth extra efforts to rush them out.

* *

The C. C. Thompson Pottery Co. contemplates placing a new dinner shape on the market during the year.

* *

J. T. Smith, of the Smith-Phillips China Co., who was elected chairman of the Art and Design Committee of the United States Potters' Association at its last annual meeting, has resigned, and in his resignation makes the suggestion that Col. Will A. Rhodes, now with the Knowles, Taylor & Knowles Pottery Co., be made chairman of the committee. Final action will be taken upon this matter at an early date. This committee was to take up the suggestion advanced by the officials of the Carnegie Institute of Pittsburgh that a permanent exhibit of American china and pottery be assembled and maintained in the Institute.

* *

Joseph Davis, representing the Smith-Phillips China Co., has returned from a very successful Western trip, and after remaining a week at home will leave for an Eastern trip, starting in Pennsylvania. He will open at the Bingham House, Philadelphia, March 14. A number of new treatments are being shown on the St. Regis dinner shape. Their Princess is running as well as ever.

* *

Pottery manufacturers who own plants located along the Ohio river "hope" there will be no great flood this season. Three years ago these manufacturers had enough flood to last them a lifetime. There is still a large amount of snow in the moun-

tains, and in the event of a warm rain of any duration severe floods are highly probable.

* *

The sample room of the Globe Pottery has been remodeled and refurnished. It is brilliantly lighted with electricity, making the room one of the most attractive of the smaller sample rooms in the district. A new line of salads, in twelve different treatments, has just been completed.

* *

Evas H. Sebring, of the French China Co., Sebring, O., has returned to his desk after a brief season spent in Florida. Thomas Downs, of Trenton, N. J., for several years with Robert Slimmon & Co., New York, has become identified with this concern and will represent it in the Eastern territory.

* *

A shortage of seven-inch decorated plates and teas is reported by some manufacturers, and as a result orders are being held up. Every effort is being made to get a stock ahead.



Herbert C. Goodwin arrived home on **Trenton.** Thursday night from the City of Mexico,

where for the past nine months he has been manager of the J. Ollivier Co. pottery. Mr. Goodwin was compelled to resign his position there because of ill health. He left here early in the week for East Liverpool, where his family have been living since his departure for Mexico.

* *

Harry Deck, a well-known potter, formerly of this city, has resigned his position with a pottery firm in Batavia, N. Y., which he has held for the past two years, to accept one here.

* *

Work on the Kelsey Memorial (School of Industrial Arts) is at a standstill, owing to the unfavorable weather conditions. Mr. Kelsey said the other day that operations would be pushed as rapidly as possible when warmer weather prevails. He further said that he hoped to see the school opened next October. Mr. Kelsey's contributions to the school total to date

\$129,000. Common Council has appropriated \$10,000 as the city's proportion of the cost of maintenance of the school, and the State will contribute a similar amount.

* * *

The home of Mrs. Thomas Maddock, 1246 Greenwood avenue, was entered by burglars during the absence of the family early on Saturday evening, and jewelry and other articles to the value of \$650 were carried away.

✕

At the Universal pottery a complete electric equipment is being installed, new kilns built, and it is planned to operate the plant on a more extensive scale than heretofore.

✕

The Crooksville Clay Products Co., which has been formed with a capital stock of \$20,000 to operate the old Spring or Diamond pottery, is composed of George S. Brush, A. C. Tatum, W. J. Cannon, John E. Taylor, A. E. Aichele. The sales department will be in charge of Mr. Brush. The plant has a capacity of three kilns. A number of new specialties will be made.

✕

Improvements and repairs are being made at the plant of the Philadelphia, Pa. Yellow and Rock Pottery Co. and its capacity increased. An old English toby tug is the latest creation of this concern. The following representatives have been appointed: A. G. Menzies, New York; John A. Dobson & Co., Baltimore, Md.; P. V. Mares, New Orleans; Marsh & Kidd, San Francisco.

✕

Whether or not the Edwin Bennett Pottery Co. will rebuild has not been decided. The insurance adjusters have not completed their work, and until this is done the matter is in doubt. Many of the workmen have obtained positions elsewhere.

OBITUARY.

JOHN EISENHAUER, of Frederick, Md., died on the twenty-fifth ult. Mr. Eisenhauer was one of the old-time crockery merchants and an influential citizen. His loss will be greatly regretted. He had been ill for a long time, during which his son conducted his affairs; so there will be no change in the business.

Wm. B. Andrews, a retired glass-cutter and an inmate of the Masonic Home, Philadelphia, died Feb.

21 from paralysis, after a long illness. He was born in Philadelphia in 1826. After learning the glass-cutting trade he removed to Pittsburgh. He is survived by a daughter residing in Pittsburgh, where the body was sent for burial.

Wm. Matthews, aged sixty-five, a Tarentum, Pa., flint glass worker, died Feb. 20.

Geo. Reichenbacher, president of the Irving Cut Glass Co., Honesdale, Pa., died Feb. 28 of Bright's disease. He was forty-one years old. A widow and two sons survive.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

FOR SALE.

FIVE china sample trunks, best made, with trays and paddings, for sale at very low prices. SHIMAMURA & Co., 579 Broadway, this city.

BUSINESS OPPORTUNITIES.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY,

ENGLISH CHINA,

The recognized standard of pottery excellence.

BING & GRONDAHL'S

COPENHAGEN CHINA,

By Royal Warrant china manufacturers to

H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It is within the range of probability that ere another six months passes certain glass manufacturers in Western Pennsylvania, Ohio and West Virginia will become interested in an arrangement for marketing their product as a unit instead of having a corps of salesmen connected with each factory. An attorney in this city has been approached upon the subject, and while the proposition has received as yet but offhand consideration, it is being looked upon in a favorable light.

The annual meeting of the Glass Association, which will be held in the Sixth Avenue headquarters next week, will in all probability be the best attended of any session during the past two years. New officers are to be elected at this meeting.

Walter Lindsay, of the Duncan & Miller Glass Co.'s sales force, who has been working the Western territory for many years, left last Thursday for New Mexico for the benefit of his health. He plans an indefinite stay there.

Although the cut glass manufacturers in this locality announce business very good, the manufacturers of high grade etched ware assert that their lines are more in demand than the cut goods. All etched factories in the Western territory are working full time.

Arrangements are under way for the starting of the fourth furnace at the plant of the Rochester Tumbler Co. Under the management of Charles Runyon this factory has been operated most successfully, and the output is being increased steadily.

The United States Glass Co. has arranged four new assortments, three of which are decorated. These are known as "Glorious," "Four Beauties," "Four Charmers," and "Big Success," the latter being made up of plain ware. Illustrations will be ready for the trade within a short time. Besides these there are three new etched patterns, known as the "Baroness," "Duchess" and "Empress," each com-

prising a long line of stemware and tumblers. M. G. Bryce, in charge of the commercial department, who has been East on a business trip, is back at his desk.

A well-known jobber in bar goods said a few days ago: "I would be glad if the manufacturers would settle among themselves just what price to charge for certain items. While I am sometimes satisfied in my own mind that I am buying as low as any of my competitors, yet there is nothing like having absolute knowledge of such a fact. This absolute knowledge is what I lack."

The Consolidated Lamp and Glass Co. are showing some of the best decorations on their gas and electric shade lines they have ever created. The new canary-colored glass is proving very popular, and the decorations are attractive because of the designs and the brightness of the colors.

Frank G. Bryce, one of the "charter members" of the United States Glass Co., has relinquished his position to assume the treasurership of the Bryce Bros. Co., Mt. Pleasant. Mr. Bryce will reside in Greensburg, Pa.

Glass manufacturers are receiving more inquiries than a year ago from hardware and furniture dealers for items in large quantities to be run out as specials for the spring season. The bulk of these goods are wanted for April sales, in order that retail buyers will be attracted to the stores for early spring household needs.

The American Glass Specialty Co. are operating two decorating shops this season—one at Monaca, and another, recently acquired, at Jeannette, Pa. Many new specialties have been added to their souvenir lines.

Any amount of orders have been booked by the decorating shops for souvenir and specialty glassware to be shipped early in the spring. Orders from resort managers are more extensive than a year ago. The class of men who travel about the country, opening

at county fairs and carnivals, are liberal buyers of these lines. In the majority of instances the manufacturers get cash in advance for all such business.

A covered glass water jug recently produced here is having a good sale at retail, and dealers are constantly sending in re-orders.

The receivership of the McKee-Jeannette Glass Works was dissolved in the Westmoreland (Pa.) County Court this week, and the factory is now under the active management of A. J. Smith.



The Hazel-Atlas Relief Association has been formed among the employees of the Hazel-Atlas Glass Co., the object being to provide for its members in case of disability by the regular payment of benefits.



A rich new cutting in a highball glass has been produced by the Rochester Cut Glass Co., while their new bell-shaped tumbler is bringing in more business than was anticipated. Both the highball and tumbler are new creations. This factory is run

ning to capacity. Its volume of business is far more extensive than last year at this time.



Business with the Indiana Glass Co. Dunkirk, Ind. is very good, and the factory is running full time. Thomas H. Lohr is now covering the Western and Southern territory for this concern.



The John B. Higbee Glass Co. on Bridgeville, Pa. Monday let a contract for the construction of a new shipping building 180 x 66 feet. Their business is increasing so rapidly that this addition to their shipping facilities is a necessity.

ROSE-TINTED GLASS.

SELENIUM has been chiefly known in the chemist's laboratory as a curious and interesting substance possessing no especially useful properties. It has recently been employed in the glassmaker's pot for producing colored glass. Rose-tinted glass is made by adding selenium directly to the ingredients in the

IMPORT.

DO NOT FAIL TO SEE OUR LATEST SHAPE,

"ROYAL,"

White and Decorated.

NEAREST PERFECT CHINA EVER MANUFACTURED.

Better place your orders early for our new dinnerware,

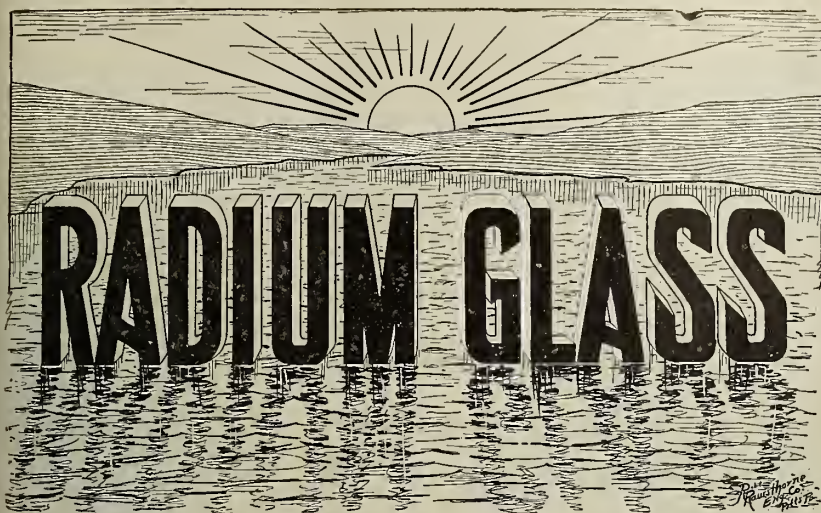
"BARCLAY."

IT'S A WINNER.

CHARLES L. DWENGER,

IMPORTER,

41 Barclay St., New York.



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.



0251 Etched 692.
One of several of our Deep Etched Tumblers.

The Potomac Glass Company,

MANUFACTURERS OF

Blown Flint Glassware,

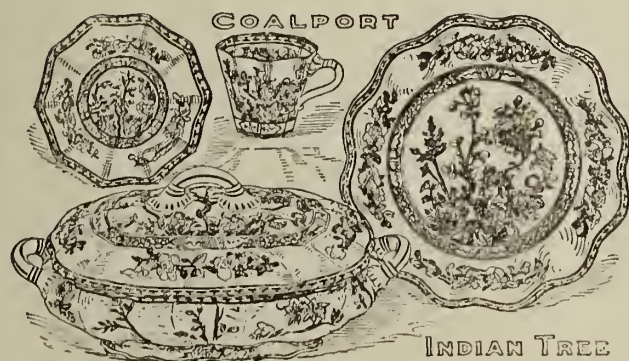
CUMBERLAND, MD.

Our specialties are hand-made Stemware, Cut Flute Tumblers, Deep Etched Tumblers and White Acid Etched Tumblers. Our aim is quality at right prices. Full lines of samples can be seen at our agencies:

THOS. G. EDGE, 66 West Broadway, New York. GEO. H. RUTH, 16 N. Sixth St., Philadelphia, Pa.
C. H. PARSHALL, 409 Granite Bldg., St. Louis, Mo. J. S. DAWES, 95 Pearl St., Boston, Mass.
J. S. WALKER & CO., Northeast Corner Hanover and Lombard Sts., Baltimore, Md.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

melting pot, the depth of tint depending entirely on the quality used, and also to some extent upon the character of the glass—whether it be hard or not. A lovely orange-red color is produced by mixing cadmium sulphide with the selenium before adding to the contents of the pot. The intensity of the yellow constituent in this case depends directly upon the proportion of cadmium sulphide made use of. A practical advantage attending this process consists in that it is not necessary to reheat the articles after being manufactured, and to dip them in a coloring mixture, as in the ordinary process of making red glass—*National Glass Budget*.

IROQUOIS CHINA CO.,

SYRACUSE, N. Y.,

Beg to announce that their line of vitrified hotel and dinner ware is now on exhibition at 65 West Broadway, New York City, in charge of Mr. E. L. Bates.

GAS AND ELECTRIC SHADES.



The widest selection in designs, decorations and prices is offered in our big New York showroom. Here you will find lighting glass ranging from the plainest to the elaborate color decorations and cuttings.



Put the number on your list for a call, or write now.

THE PHOENIX GLASS CO.,
15 Murray Street, New York.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son,
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE.	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA.	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE.
White and Gold Encrusted, the LORRAINE,	J. Pouyat
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	"
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES McDUFFEE & STRATTON CO. BOSTON.



NEW YORK, MARCH 10, 1910.

THE CONDITION OF BUSINESS.



Business is normal this week, despite the fact that the larger buyers are not as much in evidence as they were this time last year. A slight improvement, generally, is noted over last week, even though individual firms here and there report a falling off in orders.

The demand for French dinnerware, although quiet in spots, is very satisfactory. Considerable business in fancy goods has been placed and orders from the smaller buyers are showing a slight increase.

Substantial orders were placed this week for English china, and it is apparent that the larger buyers have not as yet finished.

Trade in staple German wares continues good, and shows a slight increase in volume over last week. The dealers who bought liberally last year evidently succeeded in unloading, for they are buying more largely than usual.

There is a slight change for the better in metal goods.

Business in lamps is not by any means what it should be. The retailers have not yet shown up in force, although the jobbing houses seem to be practically through with their buying. Another week should see the dealers in town in larger numbers. With the commencement of the usual spring building

operations, which have opened earlier than usual this season, the attendant influx of contracts should be felt before the end of the month.

The advance in price of domestic crockery is not affecting business to any great extent. Manufacturers throughout the country seem to be getting all the orders they expected. At any rate, they are all busy and have no fear for the future.

There is no change in the demand for the cheaper cut glass since last week, the trade continuing excellent. Higher-priced ware, however, and rock crystal have shown a change for the better, and the purveyors of rich cuttings are getting satisfactory reports from the road men.

The toy trade is opening well, and the biggest season ever known is freely predicted. Buyers who have heretofore been rather conservative are now giving record-breaking orders for both staples and novelties. Dolls, both imported and domestic, are having the largest sales in years.

Retail trade in New York has made up for the slight drop of last week. Cheap cut glass has been selling freely, and a good call has also been experienced for the finer stock. Earthenware shows considerable improvement. Pressed glass is about the same. In domestic and imported dinnerware there is no cause for complaint.

Very satisfactory business was booked **Trenton.** here during the past week. The orders in almost every instance were larger than those placed by the same buyers last year. The potteries are all working full handed, many old accounts are being paid, and conditions in general point to a continued busy year.

Pittsburgh and Vicinity. An improvement in orders with the glass manufacturers has been noted during the past week in keeping with the improvement in the weather. Salesmen are now doing very well, while mail business is keeping up in a pleasing manner. The high grade lines are having the best sale, although staples are going very well.

East Liverpool and vicinity. Instead of comparing January and February business with that of the same months of last year, comparisons are being made with 1906 and 1907. In many instances present sales are far ahead of the records of those years. The potteries are busy in all departments. Mail orders are very good, and salesmen are gradually increasing their business.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J W Chaput, with Trask, Prescott & Richardson Co, c, g, Erie. 320 Church.
H H Griggs, of Scott Griggs Co, c, g, Cleveland. Imperial.
L L Rosenberg, New Haven.
Mr Parlee, with Gowans-Kent Co, c, g, Winnipeg. Latham.
W J Alexander, Troy.
Mr Walsh, of Walsh Bros, Newport.
G W Feldman, of B J Feldman's Sons, c, Franklin. Pa.
F F Holmes, Warwick, N Y.
F N Smith, with W L Milner & Co, hf, c, Toledo. 684 Broadway.
H Gernsbacher, of Gernsbacher Bros Co, t, Ft Worth. Herald Square.
C B Larrimer, of C B Larrimer & Co c, Kokomo. Flanders.
E H Wolff, with L S Donaldson Co, t, Minneapolis. 2 Walker.
J H Law. Asheville, N C.
T C and L James, of T M James & Sons, Kansas City, Mo.
H L Boughton, Catskill, N Y.
F E Beach, of F E Beach Co, Bridgeport.
Miss May Wall, c, Punxsutawney, Pa.

H E Andrews, of C E Andrew's Sons, New Bethlehem, Pa.
J C Olds, of Olds, Wortman & King, hf, c, Portland Ore. 438 Broadway.
J V E Vanderhoef, with Woodhull & Martin, Plainfield, N J.
Mr Lipman, of Lipman & Lipman, Pittsburgh.
Mr Rauch, of Rauch & Levy, Minneapolis.
R S Lipman of Levy & Lipman, Kansas City.
M Rauch, with Mabley & Carew Co, c, Cincinnati. Wellington.
S A McQueen, of S A McQueen & Co, Pittsburgh.
C A Magin, with Younker Bros, c, g, Des Moines. 31 Union Square.
D J Owler, with Callender McAuslan & Troup Co, t, Providence. 2 Walker.
C H Reiling, with Elder & Johnson Co, hf, t, Dayton. 2 Walker.
W E Goodman, with M O'Neil & Co, hf, c, Akron. 2 Walker.
L J Wagner, with J N Adam & Co, t, Buffalo. 214 Church.
O J Dietsch, with W Hengerer Co, t, Buffalo. 214 Church.
J E Miller, with W F Gable & Co, hf, Altoona. 2 Walker.
G J Kaula, with G B French Co, t, c, Portsmouth 320 Church.
C E Johnston, with G M M'Kelvey & Co, hf, Youngstown. 320 Church.
A C Hislop, with Porteous, Mitchell & Braum Co hf Portland. 55 White.
J R Minton, c, Nashville. 214 Church.
W H Congar, with Peoples' Store Co, c, t, Tacoma. 214 Church.
E D Austin, of Austin & Co, c, Battle Creek. Herald Square.
F J Brigham, with S O Barnum & Son Co, t, Buffalo King Edward.
Mr Bicknall, with Tilden, Thurber Co, Providence.
Robt Tyndale, of Wright, Tyndale & Van Roden, c, g, Philadelphia.
E Keller, of E Keller & Sons, Allentown.
Misses J and B McDougall, of W T McDougall & Co, Hamilton, Can.
F M Featherley, c, Syracuse. 396 Broadway.
F Kauders, with Leopold Adler, hf, c, Savannah.
A F Meter, with J V Farwell Co, t, Chicago. 72 Leonard.
A R Willauer, with W Laubach & Sons, hf, Easton 395 Broadway.
J B Artherholt, c, Erie. Herald Square.
P Gilbride, of Gilbride Dry Goods Co, c, Lowell. Wolcott.
W B Gormly, with Kroeger Bros Co, hf, c, Milwaukee. Cumberland.
H A Koll, with A Hamburger & Sons, hf, Los Angeles, 487 Broadway.
Albert M Gibbs, of Arthur Gibbs & Sons, c, t, Olean. Broadway Central.
H W Pagenstecher, of Smith & Pagenstecher, c, Dayton. Albert.
H Holmeren, with Denver Dry Goods Co, c, g. 30 East 20th.
Geo F Peck, c, g, Galesburg. Herald Square.
Mr Dulin, of Dulin & Martin, c, g, Washington. Breslin.
Miss H J Zolki, with Chambers Hardware Co, hf, c, Oil City. Imperial.

Mr Scott, with Webster Smith Co, c, hf, Halifax. Cosmopolitan.

A T Vance, Jacksonville, Fla.

J F Dunn, of Addison & Dunn, c, hf, Baltimore. Imperial.

Clarence Longacre, with Bush & Bull, c, g, Williamsport. Grand.

W C Harned of Zollinger, Harned Co, hf, Allentown. Albert.

W F Williams Bros Co, c, hf, Lockport. Grand.

OBITUARY.

WILLIAM R. FARRINGTON died at his home in Poughkeepsie March 8, aged seventy-nine, after an illness of a few days, brought on by worry over the serious illness of his wife and as the result of a fall sustained a week ago.

The deceased began his business life in the Poughkeepsie china store of Geo. W. Farrington, who, though of the same name, was not a relative. He later came to New York and entered the china house of E. V. Haughwort & Co., becoming its European buyer in 1859. His headquarters were in Paris for sixteen years. In 1866 the firm became Haughwort & Farrington. Dissolving this connection, he went to Poughkeepsie in 1877 and engaged in business in the store where he had started as a boy. The building was erected for a china store in 1830, and has always been used for that purpose.

In the death of Mr. Farrington the trade loses a merchant of the old school. Coupled with the strictest integrity was a rigid adherence to right methods in merchandising. He believed in conducting the crockery business on crockery lines, and thereby achieved success. He was a subscriber to the JOURNAL from its foundation in 1874.

The deceased was a great fisherman. Every summer found him indulging in his favorite sport at the Thousand Islands, and lots of his friends in the District will miss the reminders of his piscatorial ability he was wont to send.

* *

William J. Crossey, one of the best known potters in Trenton, N. J., died at his home in that city March 6 after an illness of three months. Mr. Crossey was thirty-nine years of age, and for twenty-five years had been employed at the Keystone Pottery.

* *

Joseph S. Hamilton, a pioneer glass manufacturer of Pittsburgh, died at an advanced age March 2 at his residence in Avalon, from pneumouia. He was born in the old Fifth ward, Pittsburgh, and after graduating from the Central High School and the Western University of Pennsylvania taught school for a few years and later joined his brothers in the W. H. Hamilton company, glass manufacturers. He went to Charleroi when the firm was dissolved and continued in the glass business there until 1908. He was chosen

president of the Flint Glass Vial and Bottle Manufacturers' association, retaining that position until two years ago.

* *

Richard C. Oliphant, at one time a member of the Enterprise and later of the Delaware Pottery Co. Trenton, died at his home in that city March 4 after an illness of one week. Mr. Oliphant retired from the management of the Delaware Pottery when that concern was absorbed by the Trenton Potteries Co. Of late years he had been connected with the Oliphant Steel and Iron Co. His funeral took place on Monday afternoon, his six surviving brothers acting as pall bearers.

* *

Henry C. Fox, of H. C. Fox & Sons, glassware manufacturers, Philadelphia, died March 1, aged ninety-one. He is survived by three sons and a daughter. Mr. Fox had retired from active business several years ago.

AT A STANDSTILL.

FROM Washington comes the statement that the negotiations between the United States and the French Government regarding the tariff difference are practically at a standstill. The United States Government, through President Taft, has demanded in effect that France shall accord this country as fair treatment in her tariffs as she accords other governments, and that our minimum tariff is only to be had for a tariff minimum from France toward ourselves. In other words, the United States wants to be placed on the same basis as that existing between France and Canada.

It is understood that President Taft is standing firm, but that France believes the United States is "bluffing," and is disposed to call the "bluff." Nevertheless, it is declared that the attitude of President Taft is unwavering, and that if France persists in continuing unyielding the maximum tariff will be proclaimed against the country on April 1 when automatically the provisions of the Payne act bearing on the situation go into effect. The outlook is rather discouraging. The French Parliament, which alone can legislate upon propositions, adjourns on March 27, and is doing little, if anything, to relieve the situation.

DOLLS AND TOYS ON IMPORT.

THE Sibley, Lindsay & Curr Co., Rochester, N. Y., are making a strong bid this season for the business in dolls and holiday goods on import. They are exhibiting at Pittsburgh and Indianapolis, and will be in Toledo later on. They have every facility for handling this kind of business, and they also carry stock in the home office at Rochester. For particulars, see their ad. in another part of this issue.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 10, 1910.

TIEING UP THE WORKING CAPITAL.

THE custom that obtains in many department stores of charging up the crockery and glassware department with the amount of a purchase as soon as it is contracted for is sometimes productive of great inconvenience. Here is an instance where it resulted in direct loss: In a certain Western house carrying sixteen open stock dinner ware patterns from a New York importer the buyer found that owing to a run on plates, teas, and other items he could not make up a complete dinner set out of any one of the sixteen patterns. He made up an order for matchings, amounting to \$600, which would have released over \$5,000 worth of ware; but was not allowed to send it in because he had \$15,000 worth of import orders charged up against him for goods that he could not get until October. The fact that the money lay idle was not considered, and he had to see \$5,000 worth of dead stock stare him in the face every day.

In no branch of the business is there more uncertainty than in the sale of fancy goods. The buyer selects a line with the greatest care as to the shape and decoration, and buys right, getting full value for his money. Somehow, although he has always previously had a good demand for these wares, his customers do not now seem to be interested in them. He has tied up a part of his capital, and no exertion on his part can turn these goods into cash. They are marked down to nearly cost; then put on the bargain counter. And then it sometimes happens that just about the time he has sold enough to break his line

the demand for these very goods revives. If he could match up the line again he would probably move the slow-sellers; but he is not allowed to buy.

The difference in price between goods ordered on import and those procured from stock makes it almost imperative that the first method be followed. But it is hardly fair that the whole of the purchase money should be charged off to the buyer so many months in advance. Neither is it wisdom. It is necessary, of course, that provision should be made to meet the import bills when due; but if a part of this amount were available at times when by the use of it dead stock could be moved it would seem good business judgment to use it.

PERSONAL.

BESIDES being the owner of crockery stores at Asbury Park and Spring Lake, N. J., Oliver H. Brown is the senator from Monmouth county, and as such has introduced a bill which if it passes will check the tendency of New Jersey to become a Gretna Green. The measure is intended to prevent elopers from New York and Pennsylvania entering the State and secretly getting married, and also to put a stop to other marital abuses. Mr. Brown, who was for twelve years mayor of Spring Lake, has done a lot of good things for New Jersey in addition to keeping two of the finest stocks of china and glassware in the State.



W. E. Goodman, crockery buyer for M. O'Neil & Co., Akron, O., was seen in town early this week.



F. H. Baker, laden with samples of the Phoenix Glass Co., left New York Monday on an extended tour through New England, New York and Eastern Pennsylvania.



J. E. Plummer left New York last Sunday for the West and South in the interest of the J. Pouyat Co.



Dana F. Richardson, of the Burley & Tyrrell Co., Chicago, sailed for Europe on the Laurentic last Saturday.



James Lamb, of this city, has taken the position of foreman at the Enterprise Cut Glass Co., Elmira Heights, N. Y., filling the vacancy caused by the resignation of Wm. Loring.



On the first of September Thos. B. Cannon will open a china, housefurnishings and toy department for Graham, Sykes & Co., Muskogee Okla. At

present he is with Hollweg & Reese, Indianapolis, and will be with them until July 1. Mr. Cannon expects to arrive in New York March 14 to place his import orders for the various lines.



F. M. Murphy, of Chicago, general manager of the syndicate operating the Independent five and ten cent stores, was in the District this week. He is registered at the Imperial.



Al. Rothschild, Western representative of Frank & De Keyser, left last Sunday for a two months' round of calls.



J. D. Dobbs, the Southern exponent of Bassett china, started South with the samples Thursday of this week.



Jas. K. Hull, buyer for Joske Bros. Co., San Antonio, is saluting all hands in the District this week on his semi-annual trip. He will be at the Cadillac for a couple of weeks.



C. M. Brisco, president of the Union Stopper Co., Morgantown, W. Va., arrived in the District Tuesday for a look around.



Holzheimer & Schaul, Amsterdam, N. Y., have engaged as buyer Miss A. M. Gable, formerly with Reeves, Luffman Co., Schenectady.



Wm. Prentice, of Cassidy & Co. Montreal, came to town on Monday.



Wm. H. Hewitt, of Pitkin & Brooks, Chicago, arrived in New York on Monday. He says that so far as his firm is concerned there is no fault to be found with business.



W. L. Taylor is the manager of the new twenty-five cent store which opens on Monday at 279 Sixth Avenue. The W. T. Grant Co., who operate a number of similar enterprises, are behind the proposition.



H. S. Rainsford, who was in a great measure responsible for building up the Dale Co.'s business, is certainly "doing things" at the R. C. Heather Co., manufacturers of gas and electric portables. Since his connection with the firm as partner an entire new plant at 155 West Twenty-sixth street has been started.



E. Rosenberg, manager of the Seattle store of M. Seller & Co., wholesalers, sails for Europe Saturday on the President Lincoln, accompanied by his wife. He has been buying in the District for the past six

weeks, but states that during his two months' pleasure trip abroad business will be eschewed entirely. He reports that the extreme Northwest has suffered somewhat from washouts, which have interfered with transportation, but that the outlook for lumber and crops is very good. Business with his house so far this year has been the best in its history.



Charles Kaiser left for Japan on Saturday in the interests of Morimura Bros. L. W. Greeman started on Monday to cover Kaiser's usual territory—Massachusetts, Pennsylvania, Maryland and Washington.



C. R. Allen, who came to New York last week on his maiden buying trip from Gainsboro, Georgia, was observed around the District making his selections like a veteran.



Percy N. Leyland, of J. & G. Meakin, Hanley, Eng., arrived on the Lusitania last Friday and plunged into the interior Sunday on a two months' quest for orders.



M. Rauch, china buyer for the Mabley & Carew Co., Cincinnati, is embarking in a new enterprise at Minneapolis as Rauch & Levy. He is buying for both houses on this trip. The Hotel Wellington is his headquarters.



Leonard Stock and E. W. Schulz left this week with the Ahrenfeldt and Schierholz china lines of Herman C. Kupper. They will be away about three and a half months.



David L. Bostwick, Michigan ambassador for the Geo. H. Bowman Co., will soon be among the Michiganders again. He left the "White House" in New York last Sunday. His diplomatic work will begin as soon as he gets his samples in shape at Cleveland. Chas. S. Ellis, of the same company, left on Tuesday for Cleveland via Pittsburgh.



W. H. Congar, china and toy buyer for the People's Store Co., Tacoma, was seen going the rounds early this week.



Mr. Keller, of E. Keller & Sons, Allentown, Pa., was looking over the trade this week.



Robt. Right, of Brockville, Ont., spent the early part of the week making selections in the District.

ARE you a regular subscriber to this paper? If not, you may be missing something which means dollars to you by not keeping posted on trade affairs

AT PITTSBURGH.

THOMAS DOWNS, who will travel through Pennsylvania and New York States for the French China Co., Sebring, O., made his first stop in Pittsburgh this week, opening at the Hôtel Henry.

H. C. Fry, of the Fry Glass Co., was in the district early in the week.

Albert Orr, for several years with E. W. Edwards & Son, and McCurdy & Norwell, Rochester, is now assistant to his father, Robert Orr, in the china and glass department at the Joseph Horne Store. The latter left Pittsburgh Wednesday night for the New York market.

F. A. H. Lang, in charge of the china and glass department of Kinney Bros., Canton, O., was a local buyer during the week. He is a son of W. W. Lang, manager of the Pittsburgh sample room of Kinney & Levan.

Fred Zollig, with the Bawo & Dotter lines, was due at the Hotel Anderson Thursday, in the place of A. Herr, who is detained at his home in Philadelphia on account of illness. He will occupy suite 200-202, the location used for so many years by Mr. Herr.

At Beaver Falls, Pa., the Brierly Co. have made extensive changes in their china and glass department, which has been greatly increased and improved. It is in charge of Miss Maude M. Stewart, for many years manager of a similar department in Youngstown, O.

POTTER DELIGHTS AUDIENCE.

A MAN with several gobs of clay and a small potter's wheel kept the crowded studios of the National Society of Craftsmen in a flutter of little gasps on the evening of March 5. Little drops of water, judiciously applied, worked miracles of beauty that were almost breathlessly approved by the men and women present.

Leon Volkmar, of Metuchen, N. J., was the man behind the clay. Talking gently the while, half sitting, half standing, behind his wheel, he created marvels of delicacy in such short order as to cause the suspicious almost to demand the secret of the sleight of hand.

Taking a comfortable double handful of the clay, Mr. Volkmar would spank it awhile gently, lovingly, at the same time carrying on an instructive discourse in the lighter vein as to the art of pottery making. His right foot kicked, though gently, the pedal that made the small circular platform revolve. When he had dallied with the clay in his hands for such time as to him meant the arrival of the psychological mo-

ment he placed it on the revolving platform, or wheel, where in shape it resembled an Esquimaux hut. In size it was equal to half a loaf of bread. Then he played all sorts of tricks with that lump of clay. Did a woman in the audience want a tall, slender vase fashioned while she waited? An acquiescing murmur was all that Mr. Volkmar required. Touching his sensitive fingers to the water in the bucket, and without first waving any wand or burning any incense, without even speaking a few words in an unknown tongue, but merely covering the insensate matter with his hands, there arose a vase as delicate as a lily and almost as natural.

Someone said: "Make it higher and narrower, please!" and he did. It went up like Jack's beanstalk, and all the while it was going rapidly around on that simple-seeming wheel. There was the faintest murmur of applause; the audience seemed afraid that noise would break the spell. Perhaps the worker and his creation might depart in air were anything to disturb the quiet. It was finished and in an instant was no more. His hand had borne down on it. The artist had only that same old, ugly gob of clay in his hands again.

STILL GROWING.

THE steady, substantial growth of the crockery and glassware business of W. H. Plummer furnishes a fine example of what fair dealing and proper methods will do. Mr. Plummer, who had been a salesman in the English house of John Mortlock, London, started here at 26 West Twenty-second street in 1895, catering to the old-fashioned family trade. It was not long before it became necessary to extend the floor space, and an upper story was secured. This in turn did not afford adequate convenience, and the business demanding larger quarters a new store at No. 24 was taken, doubling the floor area. The expansion does not end here, either, for May 1 he removes to 7 East 35th street, where he has taken the entire building. The line carried by Mr. Plummer is mainly composed of fine English china and earthenware and high-grade glassware—not the most expensive, but high class.

CARRIED OUT.

THE managing editor wheeled his chair around and pushed a button in the wall. The person wanted entered.

"Here," said the editor, "are a number of directions from outsiders as to the best way to run a newspaper. See that they all are carried out."

And the office boy, gathering them all into a large waste basket, did so.

The New York Crocery and Glass District.

The import dinnerware lines at Bawo & Dotter's, with their wide range in shapes and decorations, are among the strong features of the big Barclay street house. The decorations embrace so many variations in band and line, gold-lace filigree and floral effects that the entire field is pretty well covered. A large stock is on hand to fill orders for immediate delivery, and many buyers have embraced this opportunity to display the new goods for the spring trade.

The French-Noble pattern on Coalport china, introduced on a short line last fall by John Davison, has taken so well that it has been accorded a place with the full dinnerware lines. The samples are now on display. The decoration was designed to meet a special demand for an oriental pattern not so extravagant and heavy as the usual Chinese or Japanese decorations while maintaining their fundamental characteristics. The feature is a vase of the old regime holding a spray of exotic flowers. Above this is a solid floral band, and this is surmounted by sprays of flower buds and leaves. As a whole, the treatment is simple and elegant, and daintily executed.

The very latest thing in china is the "Chantecler," to be seen at Strobel & Wilken's. Another seasonable line is in Prussian china. This includes a number of pieces with lily decorations particularly suitable for Easter gifts.

Persistency wins. When J. H. Venon years ago visited Sweden and outlined some ideas to the glass factories over there regarding the advancement of quality in the glassware they were making, he was smilingly tolerated and told that the goods would never sell. The factories were not disposed to risk the making of expensive glassware, and the general run of goods then coming from Sweden was very inferior. Mr. Venon, however, persisted in his contention that America would buy good ware, and gradually convinced some of the foreign firms. The result is a line of goods unlike anything ever heretofore exported from Sweden in quality, design and workmanship.

The high grade rock crystal in particular is a testimonial to his knowledge and forethought.

Cox & Lafferty have again taken up Japanese china, and the samples are now on display. The line is a very strong one; the goods simply fine. Import orders will be taken up to the last minute. On account of the late arrival of samples they have decided to handle special goods from stock to supply quick demands. Therefore buyers who do not wish to place import orders can find what they want for immediate shipment.

J. Morgan & Sons are displaying a number of attractive new designs in "modern stained glass" table lamps and shower lights. The factory has also sent over some samples of fixtures recently designed by Edward O. Coles, the general sales agent, showing fine color blends possible only in this patented glass. Hardly a week passes without something new being on view here.

German, Austrian and French dinnerware are to be found in the latest designs at Borgfeldt's this week. In their advertisement in another part of this issue a specially good pattern is illustrated which has been eliciting favorable comment from visiting buyers.

The Regent dinnerware shape carrying the Ritz pattern shown by Robt. Slimmon & Co. this season has become very popular with buyers. A number of novel pieces are embraced in the line, which includes an individual partitioned cover dish and a perforated footed watercress dish on a detached plate. The outer band is of light and dark green leaves. Other prominent colors which blend well are pink and golden brown. The work is well executed and not overdone. The line is from A. J. Wilkinson's, Ltd.

Faulkner & Forbes have received the new line of samples from C. E. Wheelock & Co. They range from popular-priced goods to hand-painted patterns,

and embrace berry, salad and tea sets, plaques, etc. The souvenir line of German and Austrian china is especially strong and adapted to the five and ten-cent trade and department stores.

The uptown reporter for the JOURNAL doesn't want to go on record as having lost all faith in human nature, but the confidence he has hitherto reposed in his fellow men received a severe shock last week when, having left his umbrella in some wareroom, nobody could be found who would admit having seen it.

A distinctly new line of vases with rock crystal cuttings and optic effect was included in the recent samples received by E. Torlotting from his foreign factories. The wide base and flaring top meets the growing demand for a low center-table flower vase that permits a wide spread. The sizes are graduated. The elongated styles are also displayed with similar cuttings and effects.

The Bavarian china shown by Chas. L. Dwenger is remarkable for its freedom from blemishes. The "Barclay" shape, which has taken so well this season, is shown both in white and in several dainty decorations. The dinnerware line is supported by tea and chocolate sets, jugs, puff boxes, and similar novelties.

An exceptionally strong line of blown jugs in graduated sizes from a four-ounce cream to a gallon capacity is shown by John Nixon from the Fostoria Glass Co. Their light weight, purity of metal, and wide range in styles are factors that meet every requirement. One of the new styles embrace a sanitary cover feature that will undoubtedly prove popular.

Domestic albums in hundreds of styles and at all sorts of prices form the principal attraction at Fr. Bergner's this week. The line of metal goods is making a good impression with the large jobbers. Specialties in smokers' articles—tables, stands, etc.—are also on view.

The extensive lines of deep and light rock crystal at the wareroom of A. Gredelue are having a good call. From the size of the order file it is evident that Baccarat glassware is making a number of new friends.

The influence of Rostand's play is worldwide. Every day sees something new branded with its title. Now comes "Chantecler" earthenware from the Faienceries de Luneville. Fondeville & Van Iderstine are showing this in salads, plates, sauceboats, and many other pieces. The designs are large, cleverly-designed and well carried out, and embrace

roosters, ducks, hens, pheasants, turkeys, and about every fowl that has a place in the cast of the play, in striking poses and full colors.

Awata vases are probably as well known as any product from the "Land of the Rising Sun," having been trade staples for years. It is therefore of interest to note that the latest consignment now on view at Vantine's has undergone radical changes for the better. The decorative schemes have been modernized by the introduction of new backgrounds, clearer-cut designs and better workmanship, and there is also a greater variety of shapes. The new merchandise is without exaggeration a hundred per cent more salable than the old; yet the prices remain unchanged. There are over a hundred different styles, and they are to be had in 12, 14½, 15½ and 18 inch sizes.

H. Benedikt has added the line of the Dome and Fixture Co., whose samples, in both gas and electric goods, are now on display.

The supplementary catalogue of the Art China Import Co., containing the Palatine line for import, Royal Crown and Noritake Nippon in many novel shapes, will be ready for trade distribution on the 15th.

TRADE FABLE No. 2.

BY THE MAN ON THE STREET.

ONCE upon a time an Optimistic Salesman swung into the Gilded Portals of a Western hotel and observed a Brother Knight of the Road gazing despondently into Space. Being an enthusiastic Booster, he immediately proceeded to manouvre in order to ascertain the justification of the Dark Blue Condition of the atmosphere surrounding the Despondent One.

"Did you perchance take in a Lodge Meeting last night and part with any of the Yellow Boys that you used to cover up the roll of Ones you carry around with you?" began the Optimist.

"No," said the Despondent One; "I took part in that cheerful game named after the Domestic Instrument used for stimulating the burning Proclivities of the Kitchen Range, and came out \$1.40 to the Lovely."

"Then, may I deduce from the Watery Condition of your eye that you have been Experiencing a rather Indifferent Run of Trade?"

"Pass up one!" said the D. O. "Now you are using the right kind of Gasoline. I've been propounding the merits of my present line for Ten Years, and was Conning myself that I was in on the Ground Floor in this territory; but this trip absolutely

Disilusions me. No one seems to fall for the Glad Hand and Cheery Smile any more. The way I'm handed the Frozen Frown is Fierce!"

"Cheer up!" said the Optimistic One. "I know just where the Trouble lies. You meander around this Section of the Globe about twice a year and expect every Buyer on the Route to remember you. As far as your Facial Expression is concerned, I concede that your Bald Dome and Square Chin might easily bridge over the elapsing time, but the Firm you work for is absolutely forgotten until you waft in with the Line of Samples. Take my firm: We run a Regular Advertisement in the CROCKERY AND GLASS JOURNAL, and by this Amazingly Simple Method manage to keep our name before the Big Buyers for the Fifty-Two weeks of the Year. It also obviates the continual re-introduction game you are up against. Do you get me?"

The Despondent One had been gradually brightening up during this discourse, and exclaimed:

"By George! that's just what's the matter. When I get back to Headquarters the Boss is going to be treated to a straight-from-the-shoulder advertising argument, and it's an even-money bet that you'll see our announcement before long."

With a hopeful expression he arose, and together they passed through the Swinging Doors.

Moral: To cheer up a comrade, give him some Good Advice.

THE LATEST ILLUMINANT.

TO dispel the darkness between sundown and sunrise the human family from its earliest age has used some sort of artificial light. Holding high the rude pine torch, the aborigine followed the trail. At the two extremes of the earth, during the long period of night, the natives used grease for light. The tallow dip was invented, and under its feeble rays the world groped about. Then came the oil lamp, followed closely by the gas jet. And last—electricity with all its mysteries.

Through the long hours of artificial light we have hungered for the natural sunshine. Efforts to still this yearning brought forth various illuminants until electricity was reached, and even here we didn't stop. Step by step the search was carried on until to-day we find that the first electric lamp made (the carbon type) is fast disappearing.

The arc lamp, was invented, and startled the world. It gave a strong bluish light, and though it sputtered and flickered, the light it produced was so much stronger than that given by the small 16 candle power carbon lamp that it was almost universally adopted for street lighting and general illumination in factory and store.

The tungsten multiple lamp came later, and while its efficiency and quality of light is far superior

to that of either carbon or arc lamp, its fragility has prevented its general use in factories. This lamp is used principally in stores and office buildings, as well as in residences, and produces double the illumination, at the same current cost, of carbon or arc lamp.

A new factory lighting unit has recently been placed on the market called the "Mazdafore cluster." This cluster is composed of four ruggedly built Mazda lamps under an 18-inch enameled steel shade and stem of iron pipe equipped with shock absorber, which absorbs the jars and vibration usually encountered in factory or mill. It produces about 500 candle power, and consumes 400 watts of current. The color of the light is white, approaching that of daylight, and makes a factory appear as bright as day.

The benefit derived from using the Mazdafore cluster is not only the saving of current through its high efficiency, which in itself means a reduction of at least 50 per cent from former lighting bills where arc and carbon incandescent lamps had been used, but this saving is but a drop in the bucket compared with the extra work performed by the workmen in a factory under its intense light, and the removal of the possibility of spoiling work which so often occurs after daylight has disappeared and artificial light of a poor quality is brought into use—*American Industries.*

BUSINESS BRIEFS.

The Ideal Gas Fixture Co., 142 Worth street, this city, was damaged by fire March 4.

* *

S. S. Kresge & Co. are about to open a large five and ten-cent store at Wilkes-Barre, Pa.

* *

Fire destroyed the S. S. Kluger five and ten-cent store, 2733 Third avenue, this city, March 6.

* *

The toy stock of J. F. Backman & Son, 2737 Third avenue, this city, was damaged by fire on March 6.

* *

Fire in Charleston, N. C., March 3, damaged Nicholas Sottile's china and glass emporium to the extent of \$4,000.

* *

The Syndicate Trading Co., with headquarters at St. Paul, Minn., incorporated about a year ago to operate a chain of basement departments handling crockery, housefurnishings and toys, have just increased their capital stock from \$20,000 to \$50,000. The company is operating a basement department in Fantle Bros.' department store, Sioux Falls, S. D., and has several others under consideration. Wm. Frederick Lewis is president of the corporation, and O. H. Espy is treasurer.

OPPORTUNITIES IN GLASS TRADE.

AN American business firm writes to the Bureau of Manufactures that one of its customers in Brazil is anxious to open connections with an American concern which could supply machinery for the manufacture of glassware. The letter states there may be an important purchase of this type of machinery, and manufacturers in this line would do well to take up the matter as soon as possible.

A report has been received from a special agent of this department advising that a monopoly to manufacture glass can be arranged with the government of a European country. He states that in 1906 the country in question imported 2,394 tons of common glass, 800 tons of unpolished glass and over 700 tons of bottles. Excellent sand for the manufacture of this glass is readily obtainable at low cost.

Those interested may obtain additional information by addressing the Department of Commerce and Labor, Washington, D. C.

NEW RAILROAD RATES IN OHIO.

ALL of the railroads of Ohio this week filed with the interstate commerce commission and with the state railroad commission the new uniform demurrage rules on all interstate business, to take effect April 1. The new rules are more liberal to the shipper and receiver than the rules now in force, and in addition provide for the average demurrage plan, on agreement between shipper and railroad.

It is the desire of the railroads to place these rules in effect also on intrastate business, but this cannot be done until a complaint is filed with the state railroad commission against the present intrastate rules and application made to have them superseded by the uniform rules. Neither the railroads nor the shippers' association will take this step, and it is probable that Ohio railroads will have two sets of demurrage rules in force until some shipper takes the initiative on his own responsibility.

NATURE'S PORTABLE.

A TRAVELER in Australia found a very large mushroom weighing five pounds. He took home and hung it up to dry in the sitting room. Entering after dark, he was amazed to see a beautiful soft light emanating from the fungus. It continued to give out light for many nights, gradually decreasing until it was wholly dry. Many kinds of fungi have this peculiarity. The glow in rotten wood is caused by its containing the threads of light-giving fungi.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china were for the month of December, 1909, compared with the same month in the preceding year, were as follows:

	1908	1909
Great Britain.....	\$169,001	\$178,470
Austria.....	43,869	62,428
France.....	118,573	128,628
Germany.....	125,657	218,179
Other Europe.....	12,319	21,646
Japan.....	37,680	56,169
Other Countries.....	6,495	7,629
Total.....	\$513,594	\$668,349

FOR TWELVE MONTHS ENDING DECEMBER.

	1907	1908	1909
Great Britain...	\$3,274,034	\$2,566,040	\$2,669,745
Austria.....	934,287	943,746	812,631
France.....	2,167,896	1,708,286	1,840,250
Germany.....	5,585,580	3,972,836	3,721,028
Other Europe..	335,143	167,176	224,125
Japan.....	1,756,340	1,188,650	1,187,823
Other Countries	166,368	92,788	87,277
Total..	\$1,2419,648	\$10,639,512	\$10,542,878

TOYS

	1908	1909
France.....	\$ 3,280	\$ 8,944
Germany....	116,975	197,625
Other Europe....	5,059	14,855
Other Countries ..	10,608	14,332
Total.....	\$135,922	\$235,256

FOR TWELVE MONTHS ENDING DECEMBER.

	1907	1908	1909
France.....	\$ 194,310	\$ 115,891	\$ 147,509
Germany.....	7,112,891	4,571,482	5,491,635
Other Europe..	351,534	232,806	280,281
Other Countries	243,403	139,025	142,897
Total.....	\$7,902,138	\$5,059,204	\$6,062,322

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1908	1909	1907	1908	1909
\$204,824	\$266,534	\$3,814,150	\$2,561,487	\$3,179,893

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1908	1909	1907	1908	1909
\$46,026	\$59,947	\$859,611	\$675,016	\$767,046

Among the Potteries

East and West

East Liverpool and Vicinity. Successful experiments have just been completed by the Hall China Co. in the manufacturing of vitreous hotel china which it is claimed

will revolutionize this part of the pottery business. The body is exceptionally white, and the glaze is soft and clear. The first trial pieces came through the kiln during the past week, and the results were far beyond expectations. The company will not enter into the manufacture of this class of ware immediately however, as the plant is busy with its underglaze print and gold decorated dinner lines.

* *

The number of buyers here last week was larger than at any time since January. Among them were Messrs. Rankin and Fergus, with the Boston Store, Chicago; H. A. Koll, with A. Hamburg, Sons & Co., Los Angeles; J. K. Hull, with Jelke Bros., San Antonio, Texas; H. Helmeren, with the Denver Dry Goods Co.; W. B. Raymond and J. O. Moon, with the Weaver Queensware and Notion Co., Springfield, Mo.

* *

J. F. Bradshaw, Western Pennsylvania representative of the National China Co., spent a few days at the factory during the past week.

* *

The D. E. McNicol Pottery Co. are again in full operation. As soon as the insurance adjusters arrived permission was given to start repairs and the work was pushed day and night. The clay departments were in operation within a few days afterwards, and the decorating department started working full time Monday. Shipments are now going forward as if nothing had occurred. James Deens, who has been making an Eastern trip in the interest of this concern, has returned to the home office.

* *

The cast china jug which the West End Pottery placed on the market last season proving successful, a cast china salad is now in preparation.

* *

T. A. McNicol has returned from a successful three weeks' trip through the West and Northwest in the interest of the Potters' Co-Operative Co. W. C. Brown, who accompanied him, is now making a trip

through the East. The plant is running to its capacity, the record of sales for February being the largest for that month in years. Their new Banquet dinner shape is having a remarkable run.

* *

W. A. Scott, who is representing the United States Pottery Co. in the West, is now working Illinois very successfully. This concern has just placed before the trade a new sugar and cream decorated with a water scene and finished in lustre effect. A jug with a similar decoration is also being shown. The handles of each are done in solid gold. A nut bowl is also a new specialty.

* *

The Newell plant of the Homer Laughlin China Co. is running full in every department, as are also the factories in the East End, this city. The new Niagara dinner shape, which is being shown in a variety of exclusive treatments, is considered one of the most clever patterns in the district.

* *

It is possible that the National China Co. will be able to start its No. 2 plant at Salineville before April 1. John Stamm, general manager here, will have supervision over the manufacturing department of the No. 2 works. All business will be done through the East Liverpool office.

* *

Several officials of the Homer Laughlin China Co. are now enjoying the pleasant weather of the South. W. Edward Wells, Marcus Aaron and Edwin M. Knowles are spending a season at Pinehurst, N. C.

* *

While here placing orders, W. B. Raymond, of Springfield, Mo., announced the reorganization of the Weaver Queensware and Notion Co. J. O. Moon, who accompanied him, is the head salesman of the company. This was his first trip East, and he visited the potteries here and the glass factories at Rochester, Pa., as a matter of education.

* *

More business is being handled at the plant of the Edwin M. Knowles China Co. than ever, owing to the attractiveness of its patterns this season. Salesmen are sending extensive demands, and the mail is

bringing re-orders from many firms who bought early in the year.

The jobbers are making great efforts to get business this season. A local commercial photographer has received orders during the past week for over 1,500 photographs for the jobbing trade.

Fire broke out in the room used for oil storage at the G. F. Brunt Porcelain Co. on March 5. The sprinklers acted effectively, with the result that there was only a trifling damage.

The friends of Col. John N. Taylor will be glad to learn that he is recovering from his severe attack of pneumonia. At one time his condition was very serious.

Plant No. 3 of the Greenwood Pottery Co. has been closed down temporarily because of the failure of a new engine, recently installed, to run properly.

Burglars broke into the offices of the Crescent Pottery early on Saturday morning, but secured only a silk umbrella for their trouble. Both the first and second floor offices were ransacked, but no money was found, as the employees of the plant receive their pay on Friday.

James Clark, who has been employed at the Greenwood China Co. for a number of years, resigned his position there last week to accept one with the Larkin Pottery in Buffalo.

Howard B. Moses, who was a member of the old John Moses & Sons pottery firm, went West about two years ago for a short visit. He liked the country so well that he took a position with the Pacific Jupiter Steel Co. of San Francisco, and has made a great success in his new field of labor.

The McNicol-Smith plant is running to capacity. The new line of salads, which are being shown in a dozen treatments, is proving very popular.

President Monroe Patterson, of the Wellsville China Co., says that the concern is doing the best business in its history.

The United States Pottery Co. also say that their trade was never better.

Patterson Bros., yellow and rockingham, are working full time, sales being much larger than a year ago.

J. W. Patterson, secretary of the Wellsville China

Co., who went to Florida for his health, has purchased property there and will remain indefinitely.

A new ten-inch dish of the Sebring Pottery Co. is attracting favorable attention among buyers. A new treatment that is very popular shows Puritan scenes in a light grey color.

The Universal Pottery Co. here is having built the largest pottery kiln in the United States. It has an inside diameter of twenty-three feet, and can be used either as an up or down draft kiln. It is being built by an East Liverpool contractor.

TOYS WANTED IN LONDON.

AN American business man writes that one of his correspondents in London wants wooden toys, novelties, etc. For full particulars, address Foreign Trade Opportunities, Bureau of Manufactures, Department of Commerce and Labor, Washington, D. C., and refer to file No. 4595.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 19, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 19, '10	Correspond ing period 1909
Boston.....	141	164	1075	837
New York.....	87	113	1082	603
Baltimore.....	170		1811	2003
Philadelphia....	25	80	801	669
New Orleans....	40	47	214	203
Newport News..		....	55	224
San Francisco ..	....	....	....	....
Portland (Me.)..	45	116	435	727
Galveston.....	....	40	86	99
Portland (Or.)..	....	....	....	....
Inland Points ..	139	....	378	133
Total..	647	560	5937	5498

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb. 19, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 19, '10	Correspond ing period 1909
New York.....	87	104	1033	528
Boston.....	115	164	831	795
Philadelphia....	25	80	633	489
Baltimore.....	170	375	1813	2295
San Francisco ..	....	....	....	....
New Orleans..	40	43	158	192
Portland (Me.)..	3	100	165	575
Galveston.....	....	40	86	91
Newport News...	....	....	55	224
Portland (Or.)..	....	....	....	....
Inland Points	139	....	451	323
Total	579	906	5255	5512

Around the Glass and Lamp Factories.

The termination of the receivership **Pittsburgh** of the McKee-Jeannette Glass and vicinity. Works, the sale of the plant to a new company, and the leasing of property at Jeannette from the bondholders of the National Glass Co., are among the things that made history in the local glass territory last week. Following the discharge of Receivers A. J. Smith and John W. Keltz, a new company known as the McKee Glass Co. was formed and the McKee-Jeannette plant taken over. The new company has a capital stock of \$125,000, and the board of directors is composed of John W. Keltz, cashier of the First National Bank; H. Albert Lauffer, president of the same institution; W. F. Ewer, furniture dealer; Morris Kelley, capitalist; J. W. Ambler, dry goods merchant; G. W. Knappenberger, oil and gas operator; Dr. C. S. Robinson; John F. Ely, president of Ely Bros. department store; D. B. Pilkey, former treasurer of the McKee-Jeannette Glass Works; George D. Sailor and A. J. Smith. The board organized by electing A. J. Smith president, John W. Keltz treasurer, George D. Sailor secretary. The new company has leased the ground upon which the factory stands for a term of three years, and has obtained a license to manufacture pressed cut blanks from the Fry and Libbey interests. All the stockholders in the new concern are business men of Jeannette.

The Westmoreland Specialty Co. has announced that Robert J. Kearns will hereafter look after their interests in Pittsburgh territory. Mr. Kearns was formerly associated with the firm of Tanner & Kearns.

Fires were not withdrawn from the furnaces of the Rochester Tumbler Co. during the past week on account of the flood in the Ohio River. The water did not get out of the banks and the company operated without interruption.

Local jobbers say that sales of glass are far better this season than last year. The small trade is buying liberally. Buyers for the coal and coke companies in the Western Pennsylvania towns were in the district last week, and as there are nearly 100 of these, the volume of business from this source was large.

Immediate shipments were specified in about every instance.

It is expected that the United States Glass Co. will declare the usual quarterly dividend the latter part of this month, payable in April. A meeting of the board of directors was held during the past week.

H. A. Koll, representing A. Hamburg, Sons & Co., Los Angeles, Cal., was buying in the market last week.

Stock in the plant of the Oriental Glass Co. is being appraised—this being made necessary because of the death of Mrs. Stock, the widow of the late Andrew Stock. The business will be continued by her two sons, Andrew and Oliver.

Some of the smaller pieces of the Chippendale pattern of the Jefferson Glass Co. are being displayed as souvenir novelties in the local office of the company. They are admirably adapted for the purpose.

Business with the Phoenix Glass Co. is excellent. Secretary Ebberts says that the payrolls are considerably larger than a year ago. Within a few weeks the general offices of the company will be removed from the Renshaw Building to their former location in the new Second National Bank Building, Ninth and Liberty street—directly across the way from the present quarters.

Additional capacity has been **Millersburg, O.** completed at the plant of the Millersburg Glass Co. to take care of the constantly increasing orders for Radium glass, the new creation of this company. The plant is running full time and orders for their entire line are very heavy.

The Haskins Glass Co. reports **Wheeling, W. Va.** a very good business on its general lighting lines. The factory at Martin's Ferry has been operated steadily throughout the season. New cuttings and shapes are

constantly being added—in fact, the company always has something new to show the trade.



The Potomac Glass Co. is busy on orders for its new lines of stem ware and blown goods. The new patterns shown in January have proved very attractive. Especially is this true of the etched goods.



“Far beyond our most sanguine expectations” is the way B. W. Jacobs refers to business conditions at the Jefferson Glass Co.’s plant. He says it will soon be a very difficult matter to find a first-class retail stock without Chippendale “Krysol.” “And as for the jobbers,” he continued, “they certainly seem to be ‘going some.’ We have just received the third carload order for Chippendale from one concern since Jan 1.”

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 8, 1910.

ANTWERP

100 packages glassware	B Gunthel
1 “	Fensterer & Ruhe
2 “	Miscellaneous Orders
58 “ earthenware	L Straus & Sons
25 “	G F Bassett & Co
22 “	Bawo & Dotter
55 “	L D Bloch & Co
2 “	Graham & Zenger
15 “	Koscherak Bros
15 “	J Wygand & Co

BREMEN

58 packages glassware	L Straus & Sons
4 “	Bawo & Dotter
3 “	Knauth, Nachod & Kuhne
21 “	A Steinhardt & Co
66 “	Endemaun & Churchill
108 “	Eimer & Amend
393 “	Miscellaneous Orders
16 “ chinaware	C E Wheelock & Co
141 “ earthenware	Geo Borgfeldt & Co
2 “	Bawo & Dotter
26 “	Knauth, Nachod & Kuhne
2 “	Julius Palme
15 “	J Wygand & Co
61 “	Karl Hutter
42 “	Strobel & Wilken Co
76 “	Miscellaneous Orders
169 “ toys	Geo Borgfeldt & Co
2 “	Geo H Bowman Co
25 “	Samstag & Hilder Bros
48 “	F A O Schwartz
3 “	L H Mace & Co
9 “	G W Travers
1 “	Bawo & Dotter
8 “	C B R uss
8 “	R H Macy & Co
113 “	Strobel & Wilken Co
136 “	Miscellaneous Orders

HAMBURG

45 packages glassware	Fensterer & Ruhe
156 “	F Euler & Co
6 “	Frank & DeKeyser
44 “	Fondeville & Van Iderstine
1,364 “	W R Noe & Sons
147 “	O O Friedlander
1 “	J Wygand & Co
4 “	N Wapler
7 “	L D Bloch & Co
2 “	J H Venon
12 “	Lazarns, Rosenfeld & Lehman
49 “	Kmy-Scheerer Co
33 “	Samstag & Hilder Bros
40 “	L Straus & Sons
14 “	Knauth, Nachod & Kuhne
19 “	Strobel & Wilken Co
314 “	Miscellaneous Orders
28 “ earthenware	H Kupper
46 “	Lazarus, Rosenfeld & Lehman
648 “	F W Woolworth & Co
17 “	L D Bloch & Co
1 “	Frank & DeKeyser
6 “	Bawo & Dotter
5 “	E R Theiler
4 “	J Palme
15 “	F Bing & Co
247 “	Geo Borgfeldt & Co
86 “	Strobel & Wilken Co
187 “	Miscellaneous Orders
35 “ chinaware	Bawo & Dotter
152 “	C E Wheelock & Co
95 “ toys	B Illfelder & Co
1 “	Knauth, Nachod & Kuhne
76 “	Strobel & Wilken Co
74 “	Miscellaneous Orders
8 “ harmonicas	Strobel & Wilken Co

HAVRE

4 packages chinaware	Haviland & Co
3 “	Miscellaneous Orders

KOBE

178 packages chinaware	Morimura Bros
181 “	Miscellaneous Orders

LIVERPOOL

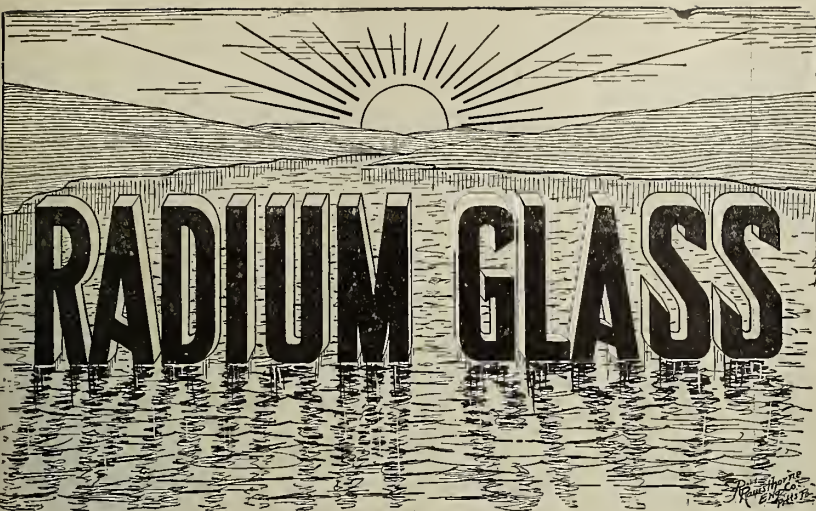
16 packages earthenware	The Rowland & Marsellus Co
2 “	Bawo & Dotter
14 “	Knauth, Nachod & Kuhne
21 “	E Boote
16 “	Maddock & Miller
97 “	H C Edmiston
15 “	W S Pitcairn
6 “	W H Plummer
11 “	George Hamilton
2 “	Meakin & Ridgway
30 “	L Straus & Sons
38 “	Miscellaneous Orders
46 “ toys	Geo Borgfeldt & Co
3 “	Miscellaneous Orders
13 “ chinaware	C E Wheelock & Co

TRIESTE

2 packages glassware	A L Crawford
7 “	Koscherak Bros
1 “	J Palme
59 “	L Straus & Sons

SOUTHAMPTON

23 packages chinaware	L Straus & Sons
3 “	Ceramic Importing Co
58 “	H Kupper
7 “	L D Bloch & Co
2 “	G F Bassett & Co
17 “	Blakeman & Henderson
408 “	Haviland & Co
48 “	Miscellaneous Orders



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

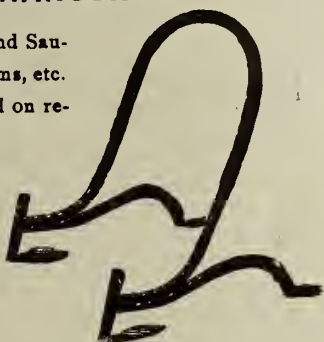
Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.

ESTABLISHED 1873.

**BRASS EASELS AND PLACQUE
HANGERS**

For Plates, Cups and Saucers,
Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO . 460 West Broadway New York

MANUFACTURERS

IROQUOIS CHINA CO.,

SYRACUSE, N. Y.,

Beg to announce that their line of vitrified hotel and dinner ware is now on exhibition at 65 West Broadway, New York City, in charge of Mr. E. L. Bates.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

LONDON

20 packages toys...	Strobel & Wilken Co
1 " "	Geo Borgfeldt & Co
12 " "	Miscellaneous Orders

ROTTERDAM

2 packages earthenware.....	Geo Borgfeldt & Co
137 " "	Lazarus, Rosenfeld & Lehman
12 " "	Bawo & Dotter
98 " "	Miscellaneous Orders
16 " toys	F A O Schwartz
12 " "	Bawo & Dotter
13 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " "	Richard Briggs Co
2 " "	F W Miller & Co
91 " "	Miscellaneous Orders

ANTWERP

43 packages earthenware.....	Jones, McDuffee & Stratton Co
10 " "	C J Pierce & Co
5 " "	American Express Co
2 " "	Mitchell, Woodbury Co
25 " "	J B Moors & Co
1 " "	Miscellaneous Orders

HAMBURG

3 packages earthenware.....	Jones, McDuffee & Stratton Co
5 " "	Bawo & Dotter
11 " "	Geo Borgfeldt & Co
46 " "	Boston & Maine Railroad
1 " "	B Illfelder & Co
7 " "	W N Proctor & Co
11 " "	C J Pierce & Co
5 " "	M C Rosenfeld & Co
3 " "	Ocean Transit Co
50 " "	F W Woolworth
41 " "	L Wolf & Co
3 " "	A W Chesterton
16 " "	J B Moors & Co
16 " "	American Express Co
65 " "	Miscellaneous Orders

GLASGOW

4 packages earthenware.....	Mitchell, Woodbury Co
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ROTTERDAM

2 packages earthenware.....	C J Pierce & Co
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KNOCKERS ARE LOSERS.

THIS bad habit of fault-finding, criticizing and complaining is a tool that grows keener by constant use, and there is a grave danger that he who at first is only a moderate kicker may develop into a chronic kicker, and that the knife he has sharpened will sever his own head.

General Hooker got his promotion in spite of his many failings; but the chances are that your employer does not have the love that Lincoln had—the love that suffereth long and is kind.

But even Lincoln could not protect Hooker forever. Hooker failed to do the work, and Lincoln had to try someone else. So there came a time when Hooker was superseded by a silent man, who criticized no one, railed at nobody—not even the enemy.

And this silent man, who could rule his own spirit, took the cities. He minded his own business

and did the work that no man can ever do unless he constantly gives absolute loyalty, perfect confidence, unswerving fidelity and untiring devotion.

Let us mind our own business and allow others to mind theirs, thus working for self by working for the good of all.—*Elbert Hubbard, in Metal Worker.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

FOR SALE.

FIVE china sample trunks, best made, with trays and paddings, for sale at very low prices. SHIMAMURA & Co., 579 Broadway, this city.

BUSINESS OPPORTUNITIES.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

BERLIN REPRESENTATION.—A well-known wholesale firm in Berlin, with highest references and best connections, who send out travelers, desire to represent in Germany a manufacturer of a first-class line of rich cut glass. E. NICKELSBURG & Co., 105 Alexandrine Str., Berlin, Germany.

WANTED—Local representatives, or manufacturers' agents, in every large city in the United States, to handle a line of hanging fixtures and electroliers. References required. Address Box 712, this office.

THREE

Names of countries: England, France and Denmark!

Then comes to mind three names of China: Royal Crown Derby, **AVENIR**, and B. & G. Copenhagen—characteristic, and types of cultured taste.

F. W. JENKINS & CO.,

42 Park Place.



NEW YORK, MARCH 17, 1910.

THE CONDITION OF BUSINESS.



There is a little, if any, change in business conditions since last week. Visiting buyers at this writing are not numerous, and are mainly from the smaller establishments. Large purchases, therefore, are not a feature this week.

English china is moving in a satisfactory manner. Advices from England are to the effect that the factories there are working comfortably, with enough orders from here to obviate anxiety as to the business outlook. Considerable business in these goods was placed this week.

Domestic earthenware is still selling excellently, and a record season is expected.

The lamp situation is rather peculiar. A few local houses are doing a good business, but the majority are inactive—the orders placed this week being mainly small. A change for the better is confidently looked for, however.

Metal goods, especially the decorative pieces—desk sets, etc.—have shown some improvement over last week. While the orders placed have not been large, quite a little business has been written up.

Cut glass in the less expensive designs has changed for the better, some excellent orders having been [received. Road men continue to report good

business in the more expensive lines, rock crystal, etc. The orders taken are larger than usual, and indications point to a continuation of this desirable condition.

Buyers of French dinnerware have been ordering quite generously, and everybody in this branch seems satisfied.

A fair run of business is noted on German wares, and there is every reason to believe that it will continue and possibly improve in the near future.

Dolls, imported and domestic, are selling extremely well. Everywhere the toy men seem to be doing a fine business. Although there have been more novelties shown this year than in a long time, staples are by no means neglected. The small retailers are going into toys as never before.

Japanese wares, especially the later importations, are receiving a great deal of attention. The orders placed this week are both large and varied.

Retail trade is good in all branches of crockery and glassware. Several of the big department stores have sold large quantities of cut glass. Pressed glass and earthenware are also selling well. Dinnerware is finding many purchasers, and the better qualities of china are also meeting with ready sale.

With the exception of the Greenwood **Trenton.** China Co., whose plant is shut down temporarily, all the potteries here are running full time. Orders from the traveling salesmen continue to flow in rapidly, while the number of mail orders being booked is exceptionally large. Everybody is greatly pleased with the volume of business being done at the present time.

A far better feeling exists in the **East Liverpool and Vicinity.** pottery centres of the West now than for many months. The manufacturers are being urged to make quick shipments, and the cry for more goods continues unabated. All the potteries are running. Dinnerware is in more demand now than ever. Specialties are also selling well.

Business with the potteries here **Chester, W. Va.** is at its height. Order books are full and the salesmen and mails are bringing in more daily. As a consequence the two plants are working to the limit of capacity.

While at some glass factories the **Pittsburgh and Vicinity.** statement is made that orders are not just as brisk as they might be, the plants are nevertheless running full, and in some case capacity is being increased. Mail orders have been very fair during the past week.

Cut and blown glass factories here **Rochester, Pa.** are busy and running full time. The demand for cut goods is increasing, and the tumbler plants are planning to augment their output.

GEO. P. LYNCH & CO. EXTENDING.

THE New York headquarters of Geo. P. Lynch & Co. at 333 Fourth Avenue are to be entirely remodeled and extended. The packing room is to be dispensed with entirely, and the entire place used as a showroom.

Other radical changes will result in the centralization of their manufacturing end in the new factory they are erecting at Newark, N. J. This is a modern, fireproof structure, built along specially laid out plans which will afford every facility for prompt shipping and the best of working conditions.

The company are having good success with their "fire-bronze" finish on brass, copper and bronze. The new finish gives the effect of bronze that has passed through fire, and shows all the colors of the

rainbow. The goods will be sold to only one dealer in each locality, and they already have a great many applicants from different points.

BUSINESS-BUILDING.

A SPECIAL sale that was remarkable for its new trade pulling power, in so far as pottery and glassware are concerned, was recently arranged by Robert Orr, manager of that department for the Joseph Horne Co., Pittsburgh. Over two thousand new customers were brought into the department.

What can be done in Pittsburgh can be done elsewhere, and therefore the plan of business-building as conceived and put into successful operation by Mr. Orr is herewith given in detail.

The occasion was the sixty-first anniversary of the business, and all departments were stocked with specials that could be sold for 61 cents or for any amount of dollars with the 61 cents added. Then the problem of a leader for the entire department was worked out. Mr. Orr visited the East Liverpool potteries, and a deal was closed with the Taylor, Smith & Taylor Pottery Co. for open stock patterns of their "Latona" dinner shape. The order for six-inch plates and teas was larger than that placed for other items, such as cover dishes, creams and sugars, etc., for it was planned to make the former the leaders of the sale.

Only six plates and six teas were allowed to one customer. These were sold for 61 cents. Within four days Mr. Orr was compelled to duplicate his original order. No sooner had the goods been taken home than the customers returned for other pieces of the same open stock pattern. Some have ordered complete dinner sets. Other goods in the department attracted the eyes of customers, and excellent sales of these were made. Those who bought plates and teas only are now coming into the store as regular customers for other commodities—all because of that "something good" in the china and glass department.

The success of the plan was emphatic, and other stores might follow the idea to advantage.

ALWAYS AGREE WITH THE BUYER.

"DOES this 'ere thin, stoop-shouldered, dyspeptic-lookin' drummer that you bought from to-day sell any better or cheaper goods than that fat one ye turned down so hard yesterday?" inquired Hi Spry.

"D'know as he does," confessed the Squam Corners merchant; "but his views on the criminal rapacity of the trusts are a whole lot sounder.—" *Puck.*

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

W B Bachman, with Heyn's Bazaar, c, hf, g, Detroit. Imperial.
 E D Garrison, with Sanger Bros, hf, Dallas. 15 Mercer.
 J Rosenstein, of Rosenstein Bros, hf, Baltimore. Navarre.
 W O Rouse, with C Mayer & Co, c, g, Indianapolis. Knickerbocker.
 A J Bleazby, of Bleazby Bros, c, brass, Detroit. Cadillac.
 S Schenck, with Roth Bros Co, hf, Superior. Breslin.
 A Hunter, with Wise Smith & Co, hf, c, Hartford. 114 Fifth Ave.
 J Hammond, with The Fair, t, Chicago. Grand.
 C Smith, with Brown, Thomson & Co, c, t, Hartford. 2 Walker.
 L M Nichols, with C H Smith Co, c. Warren, Pa. Martinique.
 G W Trent, with P Pause & Co, c, Chicago. Herald Square.
 G Bagnetto, with Dwyer Bros Co, hf, t, New Orleans. 43 Leonard.
 M H Hudson, with Dey Bros & Co, c, Syracuse. 31 Union Square.
 Mr Thornton, of Thornton Bros, c, Lawrence, Mass.
 M C Myers, with Miller, Rhoads & Swartz, hf, c, Norfolk. 320 Church.
 C Herman, with Bailey Co, hf, Cleveland. 37 West 26th.
 G W Hoagland, with Wise, Smith & Co, hf, c, Hartford. 114 Fifth Ave.
 A H Ackerman, of A H Ackerman Crockery Co, Oakland.
 A S Gump, of S & G Gump Co, c, g, San Francisco. Savoy.
 Otto Witt, with Lorenzen Crockery Co, Davenport. Prince George.
 Mr Williams and F W Kaser, of Davis-Kaser Co, Walla Walla.
 Mr McCrea, of J McCrea & Sons, Guelph, Ont.
 L Goodkind, with Mannheimer Bros, c, g, St Paul. 320 Church.
 F W Fisher, with F E Nelson, c, g, Manchester, N H.
 A L Lockwood, c, g, Potsdam. Cadillac.
 Mr Carter, of Carter Bros, Portland, Me.
 W B Montgomery, with Lippincott & Co, Wilmington. Flanders.
 Geo Parson Jr, of Parson & Son, c, Ontario. Astor House.
 G W Toomey, with Baldwin & Co, c, g, Halifax, N S.
 Mr King, with Geo W Ferguson Co, New Rochelle.
 I Hirschman, with Pensacola (Fla) Crockery Co.
 W Jones, with Co-operative Furniture and Crockery Co, Danbury.
 F E Fenner, l, Waterbury.
 Mr Kent, of Kent Furniture Co, Petersburg, Va.
 A P and E L Eagleston, c, g, Hyannis, Mass.
 Mr Covell Jr, of W K Covell Co, Newport.
 G G Peck, of G G Peck & Co, c, g, Newburgh. Astor House.
 J W Saville, with Zion Co operative Mercantile Institution, Salt Lake City. Herald Square.

CLOSE CALL.

A NARROW escape from instant death was had by Thos. Monahan, with Geo. F. Bassett & Co., on Monday morning when a giant beam which was being hoisted up the elevator shaft broke from its fastenings and crashed into his office. The chair that Mr. Monahan had left but a second before was reduced to splinters, and he was hurled twenty-feet, sustaining several ugly gashes on his face and scalp, and a cut on the left wrist that severed a small artery. A hurriedly-summoned ambulance surgeon found no bones broken or internal injuries, and patched him up so that he was able to go to his home unaided later in the day.

OIL LAMPS AND STOVES WANTED.

HIGH-GRADE kerosene oil stoves and lamps are being introduced in the West Indies by a company with offices in New York and an active American in charge. For full information address Foreign Trade Opportunities, Bureau of Manufactures, Department of Commerce and Labor, Washington, and refer to file No. 4653.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Feb. 23, '10	Correspond- ing period 1909	Exports Jan. 1 to Feb. 23, '10	Correspond- ing period 1909
Boston	734	414	1263	929
New York	646	289	1267	620
Baltimore	1348	1087	2366	2254
Philadelphia.	445	276	902	669
New Orleans.....	115	131	215	234
Newport News..		32	55	256
San Francisco ..	....	....	....	....
Portland (Me.)..	219	325	487	789
Galveston	72	89	133	99
Portland (Or.)..	....	...	....	....
Inland Points ..	353	38	470	133
Total ..	3932	2681	7158	5983

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Feb. 26, '10	Correspond- ing period 1909	Exports Jan 1 to Feb. 26, '10	Correspond ing period 1909
New York	223	63	1256	591
Boston	188	92	1019	887
Philadelphia.	199	....	862	489
Baltimore	590	371	2403	2666
San Francisco ..	....	....	....	....
New Orleans. ..	1	....	159	192
Portland (Me.)..	40	69	205	644
Galveston	25	...	111	91
Newport News...	...	35	55	259
Portland (Or.)..	....	....	....	...
Inland Points	92	....	543	323
Total ..	1358	630	6613	6142

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.

MECHANICAL DEPT.,
TEL. 6724 CORT.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 17, 1910.

THE TARIFF SITUATION.

WHILE prospects are very good for closing up the French negotiations, some doubt is expressed as to the outlook with reference to Canada. Nevertheless, in the best-informed circles at Washington the opinion is still held that there will be no tariff warfare, and that the minimum rates will be extended to Canada—provisionally, at least.

RAPID PRODUCTION OF NEW GOODS.

SOME striking instances of the versatility of American manufacturers have come to light this season. One large pottery developed a complete line of fancy goods in a little over a month. The head of this establishment was criticizing a new pattern in dinner ware and casually mentioned to his designer that with a little manipulation the ornamentation would look well on a vase. The artist was told to go ahead and see what he could do in the matter. Shortly afterwards a few pieces were submitted, and looked so well that a full line was ordered. A month from that day the goods were put on sale. In another case a full line of stem ware was turned out by a glass factory in about seven weeks.

In days gone by the production of a new dinner-ware shape was preceded by weeks and sometimes months of consideration. Instances are not uncommon when six months were taken to produce the cover dish, plate, and cup and saucer, and it required

a year to complete the set. In glassware, too, half a year was none too long to make the samples. Make haste slowly was the motto.

Speed with improvement is now the slogan. Present-day manufacturers are better versed than their predecessors in those things which determine when and what goods shall be produced. They have learned that the people are able to recognize a good article immediately and are willing to pay for quality. To profit by this the ware must be made quickly.

PERSONAL.

IT is a pretty safe bet that H. C. Wettengel, of Cincinnati, receives instant attention when he enters a wareroom in New York. He is one of those gentlemen who always present a prosperous and satisfied appearance. Mr. Wettengel is stopping at the Savoy.



Mr. King, for many years with the Geo. W. Ferguson Co., New Rochelle, N. Y., has been appointed buyer, and was in the District this week on his initial purchasing trip.



Hugh McAfee, president of the Consolidated Lamp and Glass Co., Coraopolis, Pa., accompanied by Secretary J. M. Lewis, spent the latter part of last week in New York. Mr. Lewis returned to the factory Sunday night, and Mr. McAfee left on Wednesday.



G. W. Toomey has succeeded his father as buyer for Baldwin & Co., Halifax, N. S., and is now in the District on his maiden trip in his new capacity.



Harry Fife, a well known potter of East Liverpool, was married last Saturday to Miss Minnie Burgham.



The jovial Von Bushirk was missing from his usual post at Morimura Bros. this week, being laid up at home with the grip.



O. D. de la Croix is seriously ill at his home in the Bronx. A. Lemcke, his lieutenant, has come in from the road to look after headquarters.



Chr. Clauson-Kaas, of the Royal Copenhagen Porcelain Co., is now in Canada, where he will remain until the 25th, after which he will start on his regular Western trip.



A. S. Gump, of S. & G. Gump, San Francisco, is in the city on his annual spring trip. He is accompanied by his brother, G. Gump, president and gen-

eral manager of the company, who is renewing old acquaintances in the District after an absence of thirty years. They are at the Savoy.



Chas. H. Taylor, president of the Jewel Cut Glass Co., reported at headquarters Monday after a severe struggle of several days with the grip.



Harry Hoffman, a recent addition to the selling staff of the Andrew H. Hoag Co., weighed anchor on Tuesday for a short run through the Nutmeg State.



From door-boy to china and glass buyer tells briefly the twenty-year climb of Bert Baker, who has just been appointed to the latter position by the Wm. Barr Dry Goods Co., St. Louis. Mr. Baker entered the service of H. C. Koch & Co., New York, twenty years ago as door-boy. For several years he has been assistant buyer in the china and glass department, and on the occasion of his leavetaking last Saturday his associates presented him with a handsome gold ring.



Jas P. Gordon, New York representative of the Jones, McDuffee & Stratton Co., journeyed to Boston Wednesday night to select more samples for his display in the Crockery Exchange building. He returns Sunday.



The only "Jack" Hines, keyed to conservatory pitch with enthusiasm for what he says is the finest line of French fancies that ever filled his honeycombed sample trunks, leaves Sunday night on a tour of order-annexation that will take him as far west as Denver.



A. L. Parke, president of the Monroe Glass Co., is visiting his New York agent, E. E. Fisher, this week.



William J. Peterson, the patentee of the "modern stained glass" manufactured by J. Morgan & Sons, is a pioneer in the fixture business. This latest invention is his greatest achievement.



Robt. J. Wylie left New York the first of the week to corral the usual batch of spring orders for the Geo. H. Bowman Co.



Mr. Parsons, accompanied by his son, both of Parsons & Co., Ottawa, Canada, was in town the earlier part of this week. The younger Mr. Parsons is showing his "daddy" some things about buying that is surprising that gentleman.



The many friends of Miss Crowe, with Meakin & Ridgway, will be sorry to learn that last week she

sustained a painful, though not serious, accident. As she was descending the elevated stairs at Twenty-third street she slipped and was considerably bruised. A china salesman, whose name could not be ascertained, was the first man to assist her.



John Patterson, the Pittsburgh glass man, passed through the District last week on the way to his New England territory.



Max Strensch, who has been making the rounds of the European factories for Koscherak Bros. the past three months, will reach New York Sunday night on the George Washington.



Harry Heuman, with J. Wygand & Co., started West Sunday night on a round of the glass factories.



H. Holmeren, of the Denver Dry Goods Co., has about completed his purchasing, and is very much satisfied with his selections. Mr. Holmeren will be at the Broztell for a few days more.



E. D. Terry has returned from a New England trip for the Phoenix Glass Co. with an encouraging report of the attitude of the Eastern jobbers and dealers in lighting glass. They not only show a willingness to look over the samples, Mr. Terry says, but place orders; and while the extent of the buying is not that of a boom year, it is considerably heavier than last season.

ORIENTAL POTTERY.

A NUMBER of wonderfully well preserved examples of the ceramic production of Egypt, Syria, Persia and Turkey, especially noticeable for distinctiveness in material, form and ornamentation, have recently reached this country. On investigation it was discovered that certain of these pieces yielded to the connoisseur hitherto unknown facts regarding the dating of some early mediæval wares. These are presented concisely and comprehensively in "Pottery of the Near East" by Garrett Chatfield Pier, the author of "Egyptian Antiquities" and other reference works. The book is handsomely bound in red and has over sixty beautiful full-page half-tones illustrating the various pieces. Copies can be secured on application to this office. Price, \$3.50.

A DANGEROUS TOY.

"MY boy Sammy," said the neighbor, "worries me almost to death with his somnambulism."
"You ought to take it away from him," said Mrs. Lapsling. "He'll kill himself with it some day."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
March 15, 1910.

ANTWERP

291	packages glassware.....	B Gunthel
21	" "	A Berger & Co
40	" "	L Straus & Sons
25	" "	F W Woolworth & Co
209	" "	Miscellaneous Orders
35	chinaware..	Vogt & Dose
158	earthenware.....	L Straus & Sons
13	" "	L D Bloch & Co
25	" "	G F Bassett & Co
2	" "	C J Dierckx
1	" "	Fensterer & Ruhe
35	" "	Koscherak Bros
168	" "	Geo Borgfeldt & Co
1	" "	Graham & Zenger
27	" "	F W Woolworth
6	" "	Strobel & Wilken Co
91	" "	Miscellaneous Orders
3	toys	L H Mace & Co
42	" "	Geo Borgfeldt & Co
5	" "	F A O Schwartz
42	" "	F W Woolworth
17	" "	Strobel & Wilken Co
5	" "	Miscellaneous Orders

BREMEN

82	packages earthenware.....	Strobel & Wilken Co
82	" toys	" "

COPENHAGEN

97	packages glassware.....	Geo Borgfeldt & Co
242	" "	F Euler & Co
17	" "	Miscellaneous Orders

BORDEAUX

84	packages chinaware.....	Wm Guerin & Co
137	" "	Theodore Haviland & Co
8	" "	C L Dwenger
428	" "	Haviland & Co
26	" "	Miscellaneous Orders

HAVRE

197	packages chinaware.....	Haviland & Co
20	" "	J Pouyat Co
6	" "	Bawo & Dotter
26	" "	Endemann & Churchill
71	" "	Theodore Haviland & Co
17	" "	A G Moment
24	" "	Wm Guerin & Co
195	" "	Miscellaneous Orders
76	glassware.....	E Utard
22	" "	Miscellaneous Orders

ROTTERDAM

6	packages earthenware.....	Geo Borgfeldt & Co
8	" "	L D Bloch & Co
10	" "	Bawo & Dotter
28	" "	Miscellaneous Orders
1	toys	A Steinhart & Bro
29	" "	Miscellaneous Orders

LIVERPOOL

11	packages earthenware.....	The Rowland & Marsellus Co
10	" "	E Boote
11	" "	G F Bassett & Co
4	" "	Lazarus, Rosenfeld & Lehman
23	" "	Maddock & Miller
5	" "	W H Plummer
4	" "	L Straus & Sons
3	" "	J Wygand & Co
81	" "	Miscellaneous Orders
8	glassware.....	Bawo & Dotter
31	" "	Miscellaneous Orders

HAMBURG

44	packages glassware	Fensterer & Ruhe
2	" "	L D Bloch & Co
70	" "	Bawo & Dotter
50	" "	H Kupper
28	" "	Lazarus, Rosenfeld & Lehman
20	" "	W R Noe & Sons
12	" "	Samstag & Hilder Bros
2	" "	J H Venon
100	" "	Brown Bros
87	" "	Eimer & Amend
27	" "	L Straus & Sons
12	" "	Strobel & Wilken Co
584	" "	Miscellaneous Orders
5	chinaware.....	Knauth, Nachod & Kuhne
1	earthenware.....	H Kupper
19	" "	F Bing & Co
18	" "	Eimer & Amend
7	" "	Knauth, Nachod & Kuhne
4	" "	Koscherak Bros
12	" "	J Palme
45	" "	L Straus & Sons
6	" "	N Wapler
29	" "	J Wygand & Co
8	" "	L D Bloch & Co
39	" "	Bawo & Dotter
74	" "	Geo Borgfeldt & Co
18	" "	Strobel & Wilken Co
87	" "	Miscellaneous Orders
35	toys	B Illfelder & Co
21	" "	Samstag & Hilder Bros
1	" "	J H Venon
3	" "	G W Travers
36	" "	Strobel & Wilken Co
280	" "	Miscellaneous Orders
4	harmonicas.....	Strobel & Wilken Co

CHRISTIANA

2	packages glassware.....	Frank & DeKeyser
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LONDON

43	packages toys.....	Strobel & Wilken Co
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TRIESTE

818	packages glassware	A L Crawford
65	" "	Fensterer & Ruhe
44	" "	Miscellaneous Orders

SOUTHAMPTON

2	packages chinaware.....	L Straus & Sons
3	" "	Ceramic Importing Co
83	" "	H Creange
18	" "	J H Venon
10	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

70	packages earthenware.....	Jones, McDuffee & Stratton Co
96	" "	Mitchell, Woodbury Co
8	" "	Richard Briggs Co
5	" "	Rowland & Marsellus Co
52	" "	American Express Co
1	" "	R H Stearns Co
21	" "	A W Chesterton
4	" "	Ed Butler
4	" "	F H Griffin
2	" "	F W Miller & Co
8	" "	W N Proctor & Co
8	" "	E Boote
10	" "	Miscellaneous Orders

ANTWERP

18	packages earthenware.....	Jones, McDuffee & Stratton Co
8	" "	Mitchell, Woodbury Co
6	" "	L Wolf & Co
1	" "	Jordan Marsh Co
1	" "	Geo Borgfeldt & Co

The New York Crockery and Glass District.

The principal feature in the china department of Geo. Borgfeldt & Co. is probably the dinnerware of German, Austrian and French manufacture. Immediate shipment can be arranged on most of the popular designs. This has been a great accommodation to those buyers desiring the goods without delay. The range of choice is wonderful. A special invitation to visit the Borgfeldt building is extended to visiting buyers and general managers of large establishments. They will be impressed with its up-to-date equipment.

Dealers who cannot find it convenient to see the display of "Chippendale" ware at the salesrooms of Fred'k Skelton in this city have but to mention the CROCKERY AND GLASS JOURNAL when writing, either to him or the Jefferson Glass Co., Follansbee, W. Va., and samples will be sent free.

The mammoth display of housefurnishings goods at Bawo & Dotter's continues to be the Mecca for out-of-town buyers. The clever arrangement of the various lines permits a buyer to make a quick and thorough inspection, in which he is aided by courteous salesmen to whom every item, its source, price, durability and time required for delivery are known to a nicety. The housefurnishings are on import only.

The import room of Herman C. Kupper is one of the show places of the District by virtue of the grand display of the famous Ahrenfeldt china. The new and original shapes and decorations brought out this season have met with unstinted praise on every hand because of their elegance of finish and detail.

The umbrella to which allusion was made in our last issue has been recovered by the JOURNAL reporter. It pays to advertise!

A fine line of French earthenware is on display at Fondeville & Van Iderstine's. Their French hotel china and fire-proof ware is in good demand. The Sutherland art ware, which is displayed in large

variety, is also worth going to see. The Bavarian Crown crystal line contains a multitude of good things in glassware. In a great many pieces the designs are simple almost to severity, but have the general effect of extreme dignity and quality. The line of oddly-decorated steins or seidls, with pewter tops, includes thirteen decorations, each having a distinct individuality.

A lustre bronze decoration is the latest on Bassett china dinnerware, and the new samples have been accorded a preferred position in the big display. It consists of a double border band of bronze, embellished with a fine gold line, the bronze effect being obtained by placing the lustre on a suitable shade of golden brown under the glaze, thus permitting the quotation of a very attractive price. This decoration has proven very popular in Europe.

The 'gas and electric domes of the Consolidated Lamp and Glass Co., shown by Wm. D. Dougherty at 66 West Broadway, have been big sellers this season. The star and floral cuttings on the roughed background produce an extremely rich effect. The shapes and sizes are many, and include the well-known mushroom variation of conical, square, hexagonal, and others. They are suitable for either oil, gas or electric portables.

"Chantecler" china, the latest addition to the Strobel & Wilken display, is making a big hit. It is shown in an especially large variety of pieces, including cuspidors, candlesticks, tobacco jars, bowls, steins, plates, etc. The "Baseball" series is also among the late arrivals. The decorations on this line depict ball-players in exciting and interesting positions, and are noticeable for clearness in design and well-drawn figures.

The first of the new goods purchased for Koscherak Bros. by Max Stensch on his recent European trip have arrived. Bronzes, art pottery, china and bric-a-brac make up the consignment. A number of new open stock dinnerware patterns from the

Kaiserin Maria Theresia factory are included. Several new patterns in berry, salad and chocolate sets were unpacked this week that will undoubtedly find a ready sale at the low prices quoted. Each set embraces an assortment of fine decal decorations taken chiefly from rural life.

The display of spun brass goods from the Artisan Metal Mfg. Co. in the warerooms of A. A. Bean is very attractive. The various items are all in one piece—no solder, no brazing. The company is advertising a "special deal" for the next two months. Our readers should take advantage of it.

The new dinnerware samples in gold incrustations shown by the J. Pouyat Co. have proven very popular. Several of the gold bands carry a small figured border in very dark green. The work is clean cut, and the combination exceptionally neat. The shape selected for these particular decorations is the "Madison."

A. R. Marryatt & Co. added another special to their list this week—a nine-inch bonbon with cupped bowl and white matt floral cuttings. It is well cut and fully polished, and makes a handsome addition to their big line of bowls, nappies, comports, vases, etc.

The sample room of Wm. Guerin & Co. is a busy place these days. In the fine line of Limoges china is shown a diversity of shapes and excellent decorations seldom seen even at this time of the year, when importers are putting forward best efforts. The orders taken at the sample room and on the road are convincing evidence that the Guerin factory at Limoges is producing the goods that find a ready market in this country.

The Royal Copenhagen Porcelain Co. are experiencing a steady, substantial run of business on Copenhagen china and Alumina earthenware. Mr. Clauson-Kaas is well satisfied, but nevertheless remarks that he is always "at home" to buyers.

Hand-painted oil, gas and electric domes form a conspicuous feature of the display of the Phoenix Glass Co. The decorations are on either the inner or outer surface. The inner surface decorations yield the much-called-for soft effect, and the range in shapes covers the demand fully. Some fine etched and crystal effects are also displayed.

One of the finest displays of teapots in the District this season is that of Robt. Slimmon & Co. The many new shapes and patterns have greatly strengthened what was already a strong line. The large number of hand-painted decorations is of itself unusual, and the character of the work is beyond

criticism. Particularly excellent results have been obtained in the solid copper effects. The decorations on the tray match those of the teapots. A feature of these trays that invariably appeals to the hostess is the lip extending out under the spout to protect the tablecloth.

Their cheapest burner, but as well made as the most costly, is the claim of the Plume & Atwood Mfg. Co. for the "Eagle." Buyers are invited to make comparisons. The "Eagle," they say, will stand the severest test.

The Haviland & Abbot Co. has made up an attractive combination package consisting of three one-hundred piece dinner sets to a cask. The decorations are neat floral sprays, each different, with double gold-edge bands. Quite a substantial reduction is made on this combination, and orders are filled from stock immediately.

The line of china, glass and bric-a-brac at Louis Wolf & Co. is one of the most representative in New York to-day. Those who saw last season's display were impressed with the diversity of designs and shapes exhibited. The showing has been greatly enlarged by additions from new factories, considerable discrimination having been exerted in choosing the most salable lines possible. Those buyers who have not as yet gone the rounds should make it a point to include the Louis Wolf & Co. address on their itinerary.

Cox & Lafferty are showing a cut tumbler from the Seneca Glass Co. at a price that should interest the trade, while from the Imperial glass company they are quoting equally low figures for gas shades. Japanese china sales have started with a rush. This line is an exceptionally good one, as the buyers who came in response to their announcement in our last issue testified by placing large orders. It is well worth seeing.

For a long time A. A. Vantine & Co. endeavored to secure a pure white Japanese china body, knowing that were they successful it would meet with instant recognition. The process was finally perfected, and the manner in which the goods rose in popularity justified the time and money spent in experimenting. The firm have no hesitancy in branding it the equal of any china made in the world.

The "Palatin" white Bavarian china shown by the Art China Import Co. is the biggest kind of a success, having met with ready sale ever since it was first put on view. Although an import line, the goods are also carried in stock, so that dealers may

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. Frank G. Bryce, who recently retired from the commercial department of the United States Glass Co. to assume the treasurership of the Bryce Bros. Co., Mt. Pleasant, Pa., was entertained at two farewell dinners by his co-workers March 9. The first was at the Hotel Schenley, where the heads of the various departments gathered to the number of sixteen. President Joseph A. Knox presided. Later, at the Ft. Pitt Hotel, the "working" committee, composed of officials and superintendents, entertained Mr. Bryce. Those from out of town at the latter dinner were A. R. Leazure, superintendent of factory E, Gas City, Ind.; George Dougherty, factory R, Tiffin, O.; S. A. Bryce, Glassport, Pa.

A meeting of the Glass Association will be held early in April for the purpose of deciding upon the time and length of the summer shutdown.

Daniel Taylor, of the Pittsburgh Lamp, Brass and Glass Co., has been spending a brief season at Atlantic City for the benefit of his health.

Non-corrosive glass top salts and peppers are new additions to the Chippendale line of the Jefferson Glass Co. just received at the Pittsburgh office. Eight shapes are being made. A nickel ring fits over a glass disk before it is screwed on the shaker.

The funeral services over the late W. T. N. Wallace, the Boston representative of the United States Glass Co., held at his late home at Washington, Pa., March 11, were attended by a number of officials of the U. S. Co.

There is a good sale now for decorated water and lemonade sets, and the inquiry concerning new offerings is larger than last year. The factories manufacturing this class of goods anticipate a busy year.

At the annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware, held last week, the following officers were elected: President, E. J. Barry, Toledo, Ohio; vice president, M. W. Gleason, Brooklyn, N. Y.; treasurer,

J. D. Wilson, Tarentum, Pa.; secretary, John Kunzler, Pittsburg, Pa. The following constitute the executive committee: M. W. Gleason, Brooklyn, N. Y.; H. McAfee, Coraopolis, Pa.; W. A. B. Dalzell, Moundsville, W. Va.; A. J. Smith, Jeannette, Pa.; George R. West, Grapeville, Pa.

The local offices of the Monongah Glass Co., in charge of Thomas R. Crock, will be removed to the new 28-story Oliver Building April 1.

Fifteen shops have been transferred from the Eighth street factory of the Macbeth-Evans Glass Co. in Pittsburgh to their Charleroi, Pa., plant in order that repairs may be made on the Pittsburgh plant, which will be closed down temporarily.

The capacity of Factory E of the United States Glass Co., which produces common tumblers and jellies, is being increased.

During the past fiscal year Canada imported from the United States cut glass, tableware, lamp chimneys, shades and globes valued at \$288,798. The value of the first two grades totaled \$183,265. From the mother country Canada imported only about \$28,000 worth.

The directors of the United States Glass Co. will declare the regular quarterly dividend of 1 per cent on March 23 or 30, payable in April. There is little probability of an increase this year, as the company is building a new plant at Glassport to meet increasing demands for its products. This factory will be completed in July, and if there is a big fruit crop, earnings this summer should be exceptionally good, as one of the staples is jelly glasses, on which an advance was recently made. February earnings were the largest since 1893.



Although the Central Glass Works, **Wheeling, W. Va.** has been operating two furnaces steadily, some of the departments were off duty last week. Two shops, however, were operated on hollow stemware lines.

As soon as the various departments get caught up with each other the plant will continue in full as heretofore.

At the North Wheeling Glass Co.'s plant another five-ring tank will necessitate the addition of five shops.



Fifty new pieces will be added to **Rochester, Pa.** the cut lines of the H. C. Fry Glass Co. during the coming month. Some of these are already made and will be forwarded to resident agents at an early date. Business with this company is very good.

The capacity of the Beaver Valley Glass Co.'s plant has been increased, and the output of tumblers and blown ware this year will be the largest in the history of the company.



Any dealer who will mention **Follansbee, W. Va.** the CROCKERY AND GLASS JOURNAL when writing will receive samples of Chippendale ware free upon request to the Jefferson Glass Co.



Operations have been resumed at **Shady Side, O.** the plant of the Buckeye Tumbler Co. Several new enameled and etched lines of tumblers are being shown.



Rebuilding will be commenced as **Monaca, Pa.** soon as possible on the cutting and packing departments of the American Glass Specialty Co., which were destroyed by fire recently.

OBITUARY.

Thos. P. Foy, a kilnman at the International pottery, Trenton, died March 11.

Oscar Kropff, for twenty-seven years with Geo. H. Wheelock & Co., South Bend, Ind., died March 5.

Wm. Roser, until recently employed as a presser in the Burford china plant, East Liverpool, died March 10, aged thirty.

Lee Laughead, who had been employed at the Taggart glass factory, Morgantown, W. Va., died March 7, aged forty-four.

Frederick H. Fox died of pneumonia in Pittsburgh March 14, aged fifty-three. Mr. Fox was at one time secretary of the National Glass Co., and

secretary of the New York State Manufacturers' Association. He also conducted a glass manufacturing plant in Chicago.

Wm. Bracken, Jr., twenty-eight years old, a well-known glassworker of Monongahela, Pa., was killed by a Pennsylvania train March 7.

J. C. Green, aged fifty-seven, died of Bright's disease March 4. For the past twenty-four years he had been employed at the Corning (N. Y.) glass works. His widow and three daughters survive.

Martin Flynn, operative potter, died at his home in Trenton, N. J., March 12, after an illness of several weeks. The funeral, which took place on Monday morning, was largely attended by the employees of the Maddock Lamberton Works, where the deceased had been employed for a long time.

STILL MISSING.

NO trace can be found of Alex. Bessec, crockery dealer, New Orleans, who disappeared from his home March 3. His son says that Mr. Bessec lost about \$22,000 in a real estate deal a short time ago, and that the matter preyed upon his mind.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced traveling salesman in china, crockery and glass for nearby territory to sell to a well-established trade. GEORGE H. WHELOCK & Co., South Bend, Indiana.

SITUATIONS WANTED.

WELL-KNOWN English pottery designer, now in this country, is open to talk to live manufacturer. Printed underglaze, decalcomanie tableware, specialties, art wares, new glazed effects, tiles, architectural pottery, exhibition pieces. Address Box 713, this office.

BUSINESS OPPORTUNITIES.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

WANTED—Local representatives, or manufacturers' agents, in every large city in the United States, to handle a line of hanging fixtures and electroliers. References required. Address Box 712, this office.

CROCKERY LINE WANTED.—Manufacturers' agent wants good line popular-priced crockery for New York city and vicinity on commission. A. R. MARRYATT, 32 Park Place, New York.

Among the Potteries

East and West

While the manufacturing potters of the West would be pleased at an opportunity to increase the selling list of some items, there is little chance for this to be done this season. Two years or more ago the list on jugs and several other items was advanced ten per cent, and not an objection was entered by the buyers. Nothing has been advanced since. One manufacturer remarked as follows: "It would be a good thing to advance the selling lists, but I'll never enter into any such understanding unless all others abide by the same decision, and then put up a forfeit of \$10,000 that will guarantee all elimination of price-cutting. There is little enough in the business as it is."

Several manufacturers are unable to make prompt shipments because of delay on the part of "decal" manufacturers. It is said that exclusive designs ordered last fall for delivery at the potteries in February are not yet at hand, with the result that any number of decorated orders have been held up.

Edwin M. Knowles, who has been spending a season at Pinehurst, N. C., has returned to his desk at the Knowles Taylor & Knowles plant.

Shipments are now going forward from the D. E. McNicol pottery as usual, and all departments are working in full. James Deens, who has recently returned from an Eastern trip, will leave for Western territory next week.

W. J. Owen, for several years a salesman for the Summit China Co., Akron, O., is now working Ohio, Pennsylvania and part of New York State for the Hall China Co. Frank I. Simmers has been spending a week in the Western territory.

Straw for packing purposes is now costing the pottery manufacturers \$10 a ton, and there is no prospect of a reduction.

The Lotus shape of the Knowles, Taylor & Knowles Co., which was presented to the trade early in the year, has proved to be among the most popular offerings of this old-established concern. Orders for

the various open stock treatments are exceptionally good. Their Ramona shape, which was brought out earlier, is also having an excellent demand.

The Smith-Phillips China Co. have more business on their books now than ever in the history of the company. The Princess shape is considered one of the classiest ever created in the district. This and the St. Regis have been selling so fast that some departments of the pottery have had to be increased in order to get shipments out on time.

George Buxton, for several years a salesman with the Potters' Co-Operative Pottery Co., has left the road and opened a five and ten-cent store at Chester, W. Va., across the Ohio river from this city.

Buyers of "thirds" have been up against it good and strong this season. Time and time again they have come into the market only to leave empty-handed. The manufacturers are not now making the kind of ware they did several years ago.

Joseph M. Hurwitz, of the Empire Queensware Co., Cleveland, O., was in the district during the past week.

Although a committee was appointed at the last meeting of the United States Potters' Association to consider list changes in C. C. ware, no meeting has been held so far, and it was reported by an official of the Association this week that none would be.

W. H. Phillips, secretary-treasurer of the Smith-Phillips China Co., who has been touring Spain in company with Mrs. Phillips, was last heard from at Cadiz. His arrival home is scheduled for early in April.

The stilt room of Mountford & Sons' porcelain plant was damaged by fire March 10.

Oliver H. Sebring occupies more official positions in the town than any other person. Besides being president of the French China Co., he is at the head of the

Citizens' Banking Co., Sebring Land Co., Sebring Cooperaage Co., and the Sebring Motor Car Co.

* *

The Oliver China Co. has equipped its plant with another economic device. Caloric that heretofore went into the air from the kilns is now being used for heating the pottery. The other plants here will install similar arrangements.

✕

Archibald M. Maddock, treasurer of the **Trenton**. Thomas Maddock Sons Co., and Charles A. May, president of the Maddock Pottery Co., were two of the business men's committee which settled the strike among the trolley employees so successfully last Friday afternoon.

* *

Huston Dixon, secretary of the Trent Tile Co., resigned as County Solicitor last week to become City Court Judge, to which position he was recently appointed by Governor Fort.

* *

Harry Briehler, an operative employed at Maddock's Pottery, is being held by the police on a charge of shooting William Carey, a fellow-potter, and Wesley Tall Chief, an Indian, in a saloon brawl last Friday night. Carey's condition is not considered serious, but the Indian is not expected to recover.

* *

The struck jury in the suit of the Consolidated Clay Co. against the Pennsylvania and Newark Railway Co., tried before Judge Lloyd in Mercer Supreme Court, returned a verdict in favor of the plaintiff for \$2,000. The special commission appointed by the court awarded the company \$900 for three acres of land in Hamilton Township through which the railway company desires to construct a freight line. The clay company took an appeal from this award.

✕

Judge Duncan refused to dissolve the **Findlay, O.** injunction restraining the United States Porcelain Co. from removing to East Liverpool. The action was begun by the Findlay board of trade, which says the defendant was given \$2,600 to locate in Findlay with the agreement that the plant was to remain here for ten years. The company has been here five years only. It sought to evade the contract, it is alleged, by reincorporating under the laws of West Virginia.

✕

By virtue of a deed of trust **Wheeling, W. Va.** made by the Wheeling Potteries Co., Trustee Alfred Caldwell will offer for sale the former plants of the West Virginia China Co. and the Ohio Valley China Co. April 4.

TWO THOMAS B. CANNONS.

LAST week mention was made that Thos. B. Cannon, now with Hollweg & Reese, Indianapolis, had arranged to open a china, housefurnishings and toy department for Graham, Sykes & Co., Muskogee, Okla. This is not the Thos. B. Cannon who buys for the Edw. Malley Co., New Haven, Conn. Numerous friends in the trade overlooked the difference in the firm names, and flooded the wrong Mr. Cannon with inquiries regarding the new venture. The Western change has nothing to do with the New Haven concern.

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY,
ENGLISH CHINA,

The recognized standard of pottery excellence.

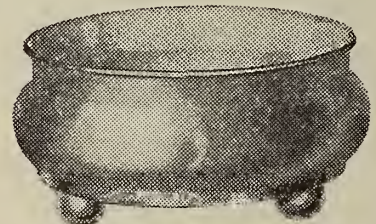
BING & GRONDAHL'S
COPENHAGEN CHINA,
By Royal Warrant china manufacturers
to
H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.

→ SPUN BRASS. ←

No
Solder.

No
Brazing.



FERN DISH. No. 4.
Opening 7 1/4 in. Height 4 in.

All One
Piece.

All Brass
Trimmings.

Special Deal March 15th to May 15th. Write for particulars.

ARTISAN METAL MANUFACTURING CO.,

NEW CASTLE, PA.

New York.

Philadelphia.

Pittsburg.

Chicago.

WE IMPORT

Regular Goods, Like Everybody

BUT,

in addition,

EXCLUSIVE specialties of the most artistic productions in Bronzes,
Marbles, Porcelains and Metal Goods of every description.

FERDINAND BING & CO.'S SUCCESSORS,

10 Washington Place, New York.



JOHN H. ROTH & CO.,

IMPORTERS,

Peoria, Ill.

OUR SPECIALTY IS SOUVENIR CHINA WITH LOCAL
VIEWS AND SPECIAL DESIGNS.

Years of experience in developing and creating Souvenir Wares, and our long and close relationship with the leading European china manufacturers, have enabled us to gather together the most complete and original line of Souvenir Wares ever assembled by any one importing firm in America.

Our line is remarkable for its variety and originality. It includes extraordinary values for the ten cent trade, as well as the most artistic hand-painted productions for the Jewelry and Resort trade.

We also show an unusual and original line of Fancy Imported China Assortments—in price and quality—from the very cheapest to the very best.

We are confident our ten cent assortments are the best value that will be shown in America during the season of 1910.

JOHN H. ROTH & CO., Peoria, Ill.

THE NEW YORK CROCKERY AND GLASS DISTRICT.

Continued from page 28.

draw on it for matchings. These are supplied at a trifling advance over the regular import figure.

When a concern has been doing business for forty-five years one is apt to repose considerable confidence in its output. Such a firm is not inclined to risk losing its prestige by marketing doubtful or carelessly made merchandise. The Manhattan Brass Co. has continuously kept abreast of the times in the design, finish and workmanship of gas and electric portables. It also makes kerosene lamps, burners and the well-known "Perfection" student lamps.

A fine opportunity is offered local representatives to handle a rapidly-selling line of hanging fixtures and electroliers in our "Special Notices" column this week.

Many average-priced bronzes and marbles possess a noticeable "sameness" due to indifferent design or absence of really new ideas. It is refreshing therefore to find a line embodying exclusive features which place them above the general run and make them really artistic. Such a display is to be seen at Ferdinand Bing & Co.'s Successors. This concern also handles a widely-varied line of porcelains and metal goods.

Table electroliers and small desk lamps just from the factory, designed in the latest fashion in "modern stained glass," have been placed on view in J. Morgan & Sons' salesroom. These fixtures are marked at surprisingly low figures. A buyer who recently examined the line and left a sample order disposed of the goods as soon as they were placed on view. He immediately laid in a stock. The patented glass is making rapid headway.

Handsomely-cut jars for lavender salts have been added to the high class line of C. Dorflinger & Sons. The four shapes exhibited are furnished in several styles of cuttings. Aside from their utility, they make a handsome ornament for "my lady's boudoir," library or sitting room, and are effective deodorizers for the smoking room. Needless to add, they are full cut, as the firm uses no figured blanks.

The Bradley & Hubbard Mfg. Co. is showing many radical departures in gas and electric portables. Exceptionally handsome effects have been obtained by a new and exclusive process of applying the colorings to the glass, and these are accentuated by the everness of the metal decorative framework. A very strong point with the hand-painted decorations

is their resistance to abrasion, obtained through a special firing process. The prices are equally attractive, and cover a very wide range.

S. A. Weller has begun the manufacture of a fine grade of brown and white ware embracing the complete line from a 2½-inch custard to a 14-inch nappy and 9-inch handled stewer. In addition to the regular plain outside, the goods are made in an attractive paneled effect whereby greater strength is obtained. Geo. H. Woodworth is exhibiting the complete line in his Park Place showroom.

F. W. WOOLWORTH & CO. BUY BROADWAY CORNER.

A REAL estate deal involving an outlay of approximately \$3,000,000 was concluded March 10 when F. W. Woolworth & Co. purchased as a site for a new office building the southwest corner of Broadway and Park place, this city. Mr. Woolworth paid \$2,000,000 for the property 233 to 237 Broadway and 6 and 8 Park place. It is now occupied by two seven-story and three five-story old-fashioned business buildings fronting 80 feet on Broadway and 175 feet on Park place.

The corner will be improved in the near future with a twenty-story sky-scraper to cost about \$1,000,000. The lower part of the new building will be occupied by the Irving National Bank, now in the Gerken Building, at the southwest corner of West Broadway and Chambers street, and several of the upper floors will be used by the concern for executive offices.

BUSINESS BRIEFS.

At Jamestown, N. Y., March 14 fire destroyed H. H. Duffey's department store.

The Artisan Metal Mfg. Co., of New Castle, Pa., are removing their Chicago office from 186 Fifth avenue to the Republic Building, corner State and Adams streets, Harry Warman in charge.

S. E. Kaufman, the largest retailer of china, glass-ware and bric-a-brac in Trenton, N. J., will celebrate his twenty-fifth anniversary on March 25. His stores are beautifully decorated in silver and lavender, the silver being typical of the anniversary observed.

The Independent Five and Ten-Cent Stores Co. announces the opening within a month of two new stores at Minneapolis. At Zanesville, O., the syndicate has leased a four-story building next to H. H. Sturtevant & Co., and will open there April 1. The St. Paul store is being enlarged from 50 x 100 feet to

JONES, McDUFFEE & STRATTON CO.'S

OPEN STOCK PATTERNS

are on display in my

PERMANENT NEW YORK SHOWROOM.

YOU can always be sure of obtaining prompt shipments of these goods, for they have more than one hundred and fifty LIVE STOCK PATTERNS, occupying more than nine thousand bins at their warehouse and storehouses, backed up by more than four thousand original crates, casks and cases of China, Crockery and Glass.

Their new storehouse is on a spur track of the New York, New Haven and Hartford R. R., connecting with the Cunard, Hoosac Tunnel and Mystic Wharfs and Docks.

Visiting buyers are invited to examine my new quarters and NEW PATTERNS.

JAMES P. GORDON

Room 23

25 WEST BROADWAY . . . NEW YORK

50 x 235 feet, making it the largest of its kind west of Cleveland. The new stores will make a total of fifteen operated by the syndicate.

The Frank Department Store, 973 Columbus avenue, this city, was slightly damaged by fire March 9th. The loss was fully covered by insurance.

A large new annex to the Goldberg-Siegel store in Trenton, N. J., was opened to the public last week. With the new addition the floor area of the store now measures over 70,000 square feet

GILDING GLASS OR PORCELAIN.

THE "Scientific American" gives the following formula for gilding glass or porcelain: "Prepare a mixture of 900 parts of lavender oil, 100 parts of gold chloride, 5 parts of bismuth sub-nitrate, and 50 parts of chrome soap. After application, leave the article to dry and then bake in a muffle furnace."

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son,
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH.	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT.	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA.	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH.	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE, J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH.	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

“Stock Patterns” which cannot be readily matched cause more annoyance than profit.

JONES McDUFFEE & STRATTON CO., BOSTON

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TECHNICAL DETAILS.

IT would give us great pleasure to go into a technical description of the ways and means of making Modern Stained Glass.

BUT—people as a rule weary of technicalities. They want to see the finished article.

Theories and descriptions are all right in some things, but in general the public have "eyes that see."

In Modern Stained Glass the color combinations have a satisfying softness, pleasing and restful to the eye. There is none of the hard, glaring, garish color effects so common in art and leaded glass.

The discriminating buyer will no doubt be interested in our product.

We say it, and we say it again, and know in our heart and soul that if you once see Modern Stained Glass you will buy.

It is so different—so original—nothing like it anywhere.

The prices are right. The goods are practically made and well finished.

We have successfully sold it, and expect still greater success as time goes on.

We are positive in our claim that we will eventually get a part of your trade.

We don't want it all. Give the other man a chance. You, however, are the doctor.

Perhaps you can diagnose our case right when you come in and see Modern Stained Glass, and make us "well-on" in business by prescribing an order. You will see how much better it is for both of us.

You get your fee in increased sales—naturally more profits.

EDWARD O. COLES,
General Sales Agent.

J. MORGAN & SONS,

61 East Ninth Street, (near Broadway) New York City.



NEW YORK, MARCH 24, 1910.

THE CONDITION OF BUSINESS.



The week preceding Easter has always been an "off" one, and this year is no exception. Not a few houses have complained of the scarcity of buyers, and also of the small orders which have been placed. Local buyers, as usual, are still backward. However, the lull is but temporary, and it is interesting to note that, except in rare cases, the increase in sales over last year is still holding its own.

A few instances of good business in French dinnerware are reported. The general trade, however, reports only a fair demand. Still, no one is doing very much complaining.

English china is still in demand, and a better run of business is expected next week. Some record sales have been made this year, and there is reason to believe that the big buying is not yet finished.

German wares, while not extremely active, have been specified in a very fair percentage of the orders placed. This is another line upon which it is expected to do quite a little business in the near future. The smaller retailers who will be in town in a week or so will undoubtedly take a lot of these goods.

The toy men are not taking the slight setback in orders this week seriously, because they know that their business is not anywhere near its end yet. The volume of trade so far transacted is far in advance of

last year, and some of the larger buyers have not come to market.

Road men for cut glass houses continue to send in good orders. The latest cuttings have found favor with out-of-town merchants, and even the more expensive pieces are finding ready sale.

Domestic earthenware was included in most of the orders placed this week. The outlook for the product continues very bright.

The lamp houses have experienced a slight, but nevertheless distinct, improvement in business. The season for portables will shortly open, and many think the opening will be marked with a rush.

In a few cases a brisk demand was noted for Japanese wares, and a number of fair orders were received. Road men are also connecting with good business in this line, and are very optimistic.

Metal goods continue to show marked improvement. Buyers are scarce yet, however.

The influence of Easter upon the retail trade has been felt as usual. All glassware is active, and even the more expensive cut glass has sold well this week. Dinner sets, both earthenware and china, are not showing any decrease in demand—the more expensive qualities probably selling the best. Japanese ware

was featured in one or two stores, and the sales were gratifying.

Conditions here show little, if any, change. The local manufacturers report order books very well filled, with additional business being received daily. Buyers are demanding quick shipments, and goods are being turned out as fast as possible. The increase in orders for novelties and specialties is quite remarkable.

Orders continue to come in, and there is reason for believing that prices on some lines will go up if the demand continues. High-priced glassware is the leader in the trade. All factories are busy, and there is no sign of a let-up.

There is not a pottery manufacturer in the Western territory who is complaining of a lack of orders, and everything points to a continuation of present conditions throughout the year. Specialties have started to move well, while with dinner ware there is no end to the demand.

Glass manufacturers hereabouts are operating their plants full time. Cut glass men say the trade is buying liberally, and the blown and pressed shops have about all the business they can conveniently handle.

CONFERENCE ON CLASSIFICATION.

THE executive committee of the United States Pottery Association and a committee of three representing the railroads held a joint conference in the parlors of the New Thompson House, East Liverpool, Tuesday afternoon.

Traffic interests were represented by Elmer H. Wood, F. W. Smith and J. N. Steadwell, representing the Eastern, Western and Southern traffic associations.

The object of this conference was to place domestic pottery under the classification where it rightfully belongs. The report of this sub-committee will be acted upon later by the committee of the whole on uniform classification.

From East Liverpool the railroad committee went to Zanesville, O., and from there were to leave for Trenton, arriving there about Saturday.

Moses Callear, of the Maddock Pottery Co., Trenton, N. J., was the only Eastern manufacturer present.

This is the first time, it is said, the railroad in-

terests have taken up the question of the classification of domestic pottery.

TARIFF QUESTION SETTLED.

ON the basis of "minimum for minimum or compensatory concessions" a tariff agreement between France and the United States was consummated last Saturday when President Taft signed a proclamation granting France the minimum rates of the Payne-Aldrich tariff after March 21.

Under the agreement, which is considered distinctly advantageous to future American trade, France does not, like Germany, give minimum rates without compensatory concessions, but grants the French minimum to the most important American products, and in place of the other products grants compensatory concessions which Secretary Knox has been very desirous of getting.

GIRLS STRIKE AT EAST LIVERPOOL.

EAST LIVERPOOL, O., MARCH 24—Unless settlement is effected to-day it is probable that all the warehouse girls in the potteries here will go out on a general strike. The girls in the D. E. McNicol, William Brunt, Hall China and C. C. Thompson potteries walked out Wednesday, and those in the other plants are expected to follow suit to-day. The girls are receiving 98 cents a day, and are asking for an increase to \$1.10.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J Donovan, with Robertson, Sutherland & Co, hf, c, Lawrence. 55 White.
- J Reichman, with Feuerborn Toy Co, St. Louis. Albert.
- W D Sanford, with Pettis Dry Goods Co, g, s, Indianapolis. 2 Walker.
- L S Keller, with Clawson & Wilson Co, t, Buffalo. 43 Leonard.
- H E Claus, with Duffy, McInnerney Co, c, hf, Buffalo. 45 East 17th.
- F H Sturtevant, with Forbes & Wallace, hf, c, Springfield. 2 Walker.
- G E Bruorton, with Denholm & M'Kay Co, hf, c, Worcester. 2 Walker.
- W E Goodman, with M O'Neil & Co, c, t, Akron. Woodstock.
- J F Leary, with J Samuels & Bro, hf, c, t, Providence. Herald Square.
- F J Potter, Ellenville, N Y.

F A Smith, with A G Pollard & Co, hf, t, Lowell. Flanders.
 F H Breese, with Oneonta (N Y) Department Store, t, hf. Albert.
 G N Everett, with Woodward & Lothrop, hf, Washington. 439 Broadway.
 M Schultze, of Schultze & Co, c, g, Lafayette, Ind. 16 East 18th.
 A K Burnham, with Reid & Hughes Dry Goods Co, t, Waterbury. 75 Spring.
 E C Kellogg, with Jones Dry Goods Co, t, Kansas City. 15 East 16th.
 P Schaeffer, with Adam, Meldrum & Anderson Co, c, g, Buffalo. 2 Walker.
 H A Koll, with A Hamburger & Sons, c, Los Angeles. 487 Broadway.
 Mr Riesley, with Wilson Co, hf, Buffalo. 2 Walker.
 H Heller, with T A Chapman Co, t, Milwaukee. Hoffman.
 A Ainsworth, with Blanchard, Young & Co, t, s, Providence. Broadway Central.
 E E Schleh, with Thompson & Gibson Co, hf, Williamsport. 817 Broadway.
 C F Holly, Millerstown, N Y.
 J F Willis, Mobile, Ala.
 H M Blankenstein, with Prager Co, s, San Francisco. 760 Broadway.
 W T Mitchell, with Hens & Kelly Co, c, hf, Buffalo. Seville.
 W G Putnam, c, Peoria. Cadillac.

ABOUT DELFT.

WERE you to wander through Holland this summer it would be the quest of the windmill china alone that would tempt you in the direction of Delft. And when once you had halted on your journey from Rotterdam to The Hague you would realize that Delft was not the one huge windmill you'd always thought it. There is a royal mausoleum there, a placid canal and a quaint market place; but the history of the town reads like a fairy tale.

Once upon a time a king lived there, and the quiet village grew in elegance until it was a fit abode for royalty. There were magnificent carriages rolling through its streets and rich tapestries upon the walls of Dutch interiors, and finally gold and silver plate replaced pewter, and delicately-moulded porcelain was substituted for rough earthenware.

Delftshaven was the nearby port to which came the vessels of the East India Trading Co. Rare porcelains from the Orient were brought, to the dismay of the old Holland potters; but the Dutchmen went quietly to work to copy with their national love for detail, and this it was that brought forth the perfection of the Delft ware that we know to-day. Or that some wise persons know, for most of us have made the acquaintance of only the very ordinary bits of decorative Delft that find their way to America.

The color of this china is not invariably dull blue upon a greenish white surface. There are pieces in red and gold touched with yellow and blue, and there

are parti-colored Chinese effects after the vases copied in that early attempt to imitate the oriental.

More characteristic than the windmill (though maybe not so well known) is the persistent border of Chinese design that appears on so many of the curiously-shaped edges of Delft dishes. The border is rarely a plain round or oblong, but takes on a scroll idea, with frequently a seashell pattern. Many of these patterned borders are embossed and heavily ridged. The designs are never flowing, but their edges are so clearly marked as to often appear positively sharp, in a way that would be criticized were it not so thoroughly characteristic of a particular china.

Delft ware is painted upon the unbaked clay and placed in an oven of even temperature, just sufficiently hot to bake the clay and to fuse the color with the glaze, thus producing a rare brilliancy unknown among other chinas and earthenwares.

Some old Delft is of a thinness that is amazing, and (be it whispered) of a price that is prohibitive. China hunting in the land of dykes is a luxury to be indulged in by the comparatively wealthy only.

The factories number thirty or more, and it is hard to distinguish their best pieces, because they are frequently left unmarked by that especial artist designer who may have turned out the factory's best.

A quaint custom has survived—that of calling each factory a name, even as old taverns in England were called on their curious signs. "The Metal Pot" has survived; "The Double Jug," "The Porcelain Dish," "The Three Porcelain Bottles," and "The Gilt Flower Pot" are characteristic, but they all are more quaint sounding in their own Holland Dutch.

OBITUARY.

THOMAS B. WILTON, a former potter, died at his home on East State Street, Trenton, N. J., March 17, after an illness of a few hours, from paralysis and acute indigestion, aged fifty-eight. The deceased was born in England and came to the United States about twenty years ago. He worked at the bench until about five years ago, when he left to enter the crockery business, which he continued until his death.

Edward Davies Dithridge, aged seventy-five, died of pneumonia March 16 at his home in Bellevue, Pa. Mr. Dithridge was a pioneer glass manufacturer of Pittsburgh. In the early fifties he was the junior member of Dithridge & Son, who operated the old Fort Pitt works. He was also a veteran of the Civil War. His widow, one daughter, and three sons survive.

The friends of H. S. Lincoln, representative of the Novelty Stamping Co., will regret to learn that his wife passed away, at the home of her daughter, this city, March 21.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 24, 1910.

MAKE YOUR WINDOW ATTRACTIVE.

IT is quite a hard proposition to depart from the stereotyped method of dressing a crockery and glassware window, because if a specially elaborate trim is put in that includes fixtures having artistic merit it actually detracts from the crockery and glassware shown. This fact, which, by the way, is recognized by the department store dressers, handicaps the trimmer seriously.

The usual method of putting in a display is to build three or four shelves, place the stock on them more or less artistically, and let it go at that. While the writer admits that it is not an easy matter to make a radical change in this custom, yet certain ideas that have been actually carried out and proven successful, while they are not startling, will aid the merchant in keeping up the public's interest in his goods.

The windows of all the large department stores are furnished with a permanent decorative background that harmonizes with all the trims. While in most of the larger stores this window-back is made of hardwood, paneled, and generally with inserted art stained glass, yet the smaller stores can have a background that will answer all purposes and not be too much of a drain on the resources of the merchant.

An ordinary board partition, covering the entire width of the window, should be erected, coming to about four feet from the top. Transoms of clear glass may be added, and, if desirable, "Window-phanie" can readily be applied to the glass to give a more finished appearance. At the window floor level

a small door should be made, opening out, large enough to accommodate the trimmer. The completed back can easily be covered with any color burlap that may harmonize with the general decorative scheme.

Any time a display is installed the background can be treated in a different fashion. For instance, should a display of dinner sets having a red rose decoration be made, the merchant can buy very cheaply a quantity of Japanese paper napkins having similar decorations. These napkins are then folded into squares and pinned to the burlap so as to form perpendicular strips. This is very effective. There are many other ways of treating the background. Inch strips of white, red or blue crepe paper can be tacked in different designs, and will entirely change the appearance of the window.

For the general display of merchandise, glass shelves should be employed. Almost any dealer in plate glass has odd pieces which he will cut to any required length for a small amount. These should be thoroughly polished with a piece of chamois until they shine. Of course the manner of arrangement of these shelves is up to the ability of the trimmer.

A good general rule is to take plenty of time making a display, and then be open to criticism. More can be learned in this fashion in less time than by any other method.

The effect of attractive windows changed often will soon reflect on sales, and the actual increase in business will be the best encouragement for the dealer to continue his window dressing.

PERSONAL.

JUST from Europe, Max Strensch, who arrived on the George Washington Sunday night from a trip in the interest of Koscherak Bros., has a lot of interesting things to tell. He says that business with the foreign factories this season is only fair, although prices are somewhat stiffer than usual. The Bohemian glass factories report a dull year. At the Leipzig Fair, while the exhibit was a good one, Mr. Strensch says there was a very noticeable absence of the usual number of new shapes and decorations, indicating a rather conservative policy on the part of the manufacturers.



J. N. Illig, the cut glass engraver of Corning, N. Y., was in the District last week buying blanks.



Thos. B. Cannon, who has been at the Woodstock since the fourteenth, will remain in the city a few days longer purchasing china, housefurnishings and toys for Graham, Sykes & Co.'s new departments at Muskogee, Okla., and will then visit the pottery centers to conclude buying. If the venture at Muskogee

comes up to expectations Mr. Cannon will introduce similar departments in the sixteen stores operated by the firm.



Arthur W. Smith, of Trenton, has taken a position as traveling salesman for the Kohlus Cut Glass Co. and will cover the New England States.



H. Freudenfels, of the Art China Import Company, was suffering from an acute attack of neuralgia early this week. Although his facial expression was slightly unnatural, due to the swollen condition of his left cheek, he is too busy a man to let a little thing like that keep him away from his desk.



Fred C. Reimer started on his regular spring trip last week with the new samples of Chas. L. Dwenger. He will be at the Great Northern Hotel, Chicago, from March 27 to April 3.



W. O. Coleman, president of the Burley & Tyrrell Co., Chicago, spent a few days in the District last week on his return trip from a little vacation in the South.



F. O. Shattuck, one of Bassett's Eastern travelers, ran in to headquarters last Saturday to procure recently-arrived samples.



Harry N. Herber, of the selling force of Ferdinand Bing & Co.'s Successors, was a visitor at the JOURNAL office a few days ago. Mr. Herber is an extremely persuasive talker—an accomplishment which contributes no little to the success of a salesman.



C. D. Vail returned Monday from a successful selling trip in the interests of Stewart & Crocker. He was on the road three weeks, during which he covered New York State and New England.



John C. Fisher, of the Geo. H. Bowman Co., left the "White House" Sunday. He will arrange his samples at the Cleveland store this week and make an extended trip down the Pacific Coast and up through the interior.



E. Pidoux is now in Montreal, where he will remain until the first of next week. The new French china secured on his recent trip abroad is beginning to appear at his New York office, and looks first-class.



The steamship George Washington, which sailed from New York recently with a number of china and glass men, returned last Sunday with Mr. Levan, of Kinney & Levan, Cleveland; Otto Goetz and his son,

Frank L.; Max Strensch, with Koscherak Bros.; Jas. J. Hanning, with the Jordan-Marsh Co., Boston.



Harry B. Duncan and Ernest Miller, of the Duncan & Miller Glass Co., made a brief visit to New York last week to inspect a recently-patented mold-cutting-device. They departed again on Friday, Mr. Duncan stopping off at the Philadelphia branch.



J. H. Venon leaves for a month's trip next week. On his return he will make his annual visit to Europe.



H. E. Patriarche is doing finely in Toronto. He was lately placed in charge of the new branch of Theodore Haviland & Co. there, and is "making good" rapidly.



F. H. Breese, of the Oneonta (N. Y.) Department Store, arrived Tuesday to replenish the toy department of his store.



J. F. Leary, of Providence, R. I., was seen in the District buying housefurnishings, crockery and toys for J. Samuels & Bro.



Charles E. Cardon and Walter J. Wessels are sending in good reports to J. H. Venon's office. The former is covering the South and West, and the latter is taking orders in Northern New York and the Middle West.



Chr. Clauson-Kaas, of the Royal Copenhagen Porcelain Co., is expected home the last of the week. He has been meeting with good success on his trip.

THE POTTERS RALLY 'ROUND SCOTT.

THE splendid array of representative business men—leaders in every branch of manufacture, industry and commerce—who have endorsed the candidacy of Hon. N. B. Scott, president of the Central Glass Works, Wheeling, W. Va., for re-election received a notable addition last week when W. E. Wells, of the Homer Laughlin China Co., Newell, W. Va., testified to the efficacy of Senator Scott's work.

"N. B. Scott," said he, "is a power in the Senate. His clear-headed, honest, determined business methods have made themselves felt, and have brought him recognition. He has acquired a powerful influence through his consistent, uncompromising attitude in favor of an adequate protective tariff. He represents a State that perhaps more than any other depends upon an industrial protective tariff, and one whose splendid development is due to that sound Republican policy. Senator Scott knows West Virginia;

he knows what she needs and must have. He thinks, talks and works for West Virginia in season and out. Opposition only gets him going harder, and he gets results."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
March 22, 1910.

ANTWERP

184	packages glassware	B Gunthel
6	"	Graham & Zenger
14	"	A Berger & Co
244	"	Miscellaneous Orders
43	chinaware	Vogt & Dose
3	"	Miscellaneous Orders
5	earthenware	L Straus & Sons
14	"	L D Bloch & Co
10	"	Koscherak Bros
17	"	Bawo & Dotter
18	"	E R Theiler
16	"	Strobel & Wilken Co
2	"	Miscellaneous Orders
5	toys	L H Mace & Co
19	"	B Illfelder & Co
3	"	G W Travers
26	"	F W Woolworth
61	"	Strobel & Wilken Co
10	"	Miscellaneous Orders

BREMEN

20	packages glassware	L Straus & Sons
145	"	Eimer & Amend
2	"	Samstag & Hilder Bros
335	"	Miscellaneous Orders
1	earthenware	Geo Borgfeldt & Co
50	"	Karl Hutter
1	"	Bawo & Dotter
39	"	Strobel & Wilken Co
66	"	Miscellaneous Orders
272	toys	Geo Borgfeldt & Co
32	"	Samstag & Hilder Bros
13	"	F A O Schwartz
17	"	A Steinhardt & Bro
3	"	G W Travers
4	"	Bawo & Dotter
1	"	Geo H Bowman Co
81	"	Strobel & Wilken Co
230	"	Miscellaneous Orders

ROTTERDAM

23	packages earthenware	Geo Borgfeldt & Co
31	"	Lazarus, Rosenfeld & Lehman
27	"	Bawo & Dotter
10	"	L D Bloch & Co
5	"	B Illfelder & Co
18	"	Miscellaneous Orders
34	glassware	Graham & Zenger
25	"	Endemann & Churchill
36	"	Miscellaneous Orders
7	toys	B Illfelder & Co
9	"	F A O Schwartz
7	"	Miscellaneous Orders

HAMBURG

81	packages glassware	Strobel & Wilken Co
83	"	O Goetz
27	earthenware	Strobel & Wilken Co
8	"	Koscherak Bros
1	"	Miscellaneous Orders
57	toys	Strobel & Wilken Co
4	"	Koscherak Bros
5	harmonicas	Strobel & Wilken Co

TRIESTE

278	packages glassware	A L Crawford
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SOUTHAMPTON

8	packages chinaware	Theodore Haviland & Co
9	"	Bawo & Dotter
21	"	Blakeman & Henderson
39	"	Endemann & Churchill
378	"	Haviland & Co
4	"	F W Jenkins & Co
60	"	H Kupper
54	"	Wm Guerin & Co
20	"	A G Moment
15	"	J Pouyat Co
1	"	H Creange
84	"	Miscellaneous Orders

LIVERPOOL

2	packages earthenware	The Rowland & Marsellus Co
13	"	E Beote
5	"	Froeber & Vollrath
3	"	O Goetz
5	"	Lazarus, Rosenfeld & Lehman
13	"	Meakin & Ridgway
37	"	Maddock & Miller
21	"	R Slimmon & Co
7	"	L Straus & Sons
5	"	Miscellaneous Orders
22	toys	Strobel & Wilken Co

HAVRE

2	packages chinaware	Haviland & Co
1	"	J Pouyat Co
3	"	Theodore Haviland & Co
3	"	Miscellaneous Orders

LONDON

5	packages toys	Geo Borgfeldt & Co
88	"	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

9	packages earthenware	Jones, McDuffee & Stratton Co
12	"	F Toppin
69	"	Mitchell, Woodbury Co
1	"	Richard Briggs Co

HAMBURG

22	packages earthenware	Jones, McDuffee & Stratton Co
2	"	R F Downing & Co
9	"	Bawo & Dotter
68	"	American Express Co
5	"	W N Proctor & Co
22	"	C J Pierce & Co
11	"	L E Knott Apparatus Co
31	"	L Wolf & Co
2	"	Stone & Downer Co
16	"	F W Woolworth
3	"	F Behrend & Co
88	"	Ocean Transit Co
4	"	P L Cartone
2	"	Patterson Wyld & Co
37	"	Boston & Maine Railroad
31	"	Miscellaneous Orders

MAKING A SALE.

FOCUS your entire energy, attention and personality on your customer. The listless man never amounts to much. Even if you do not conclude a sale, you have done your best, and it is not your fault. It is a safe hazard, though, that your sales will increase.

The New York Crockery and Glass District.

Cox & Lafferty have just opened some new samples of vases from Japan which are worth seeing. Import orders will be taken up to May 1st, and a special assortment of Japanese goods will be carried in stock. New orange and fruit bowls from the Imperial glass company are also on display. These are large pieces for the money. From the Seneca Glass Co. a new line of cut stemware is attracting attention.

Edward O. Coles, the general sales agent of J. Morgan & Sons, is wearing a broad smile these days over the improvement in orders. He is showing in his advertisement this week a heavily-weighted portable in "modern stained glass" that won the approval of several buyers who were in this week. Although the season for portables has not really opened yet, the Morgan line is on display. It has been considerably extended, and contains a number of clean cut, up-to-date designs that promise to be winners. A point worth remembering about this line is that every fixture leaving the factory is guaranteed to be honestly and thoroughly made.

White china has been a strong line with Chas. L. Dwenger for many years. This year the shapes have received new recruits as usual, and the sales again show a satisfactory increase. With so many models and their variations, considerable ingenuity is necessary to produce shapes that appeal to the home decorators. In this the factories from which the Dwenger samples are recruited display unusual ability.

Not so very long ago Stewart & Crocker secured the selling agency for the cut glass tumblers made by William H. Gibbs, of Hawley, Pa. At this time Mr. Gibbs was running a small factory with twenty frames. From the start Stewart & Crocker featured tumblers, handling them from the very cheapest to the most expensive, and now the erection of a new factory at Barryville, Sullivan County, has been necessitated due to expanding business. From fifty to sixty frames are to be installed in the new plant. This rapid and creditable success is attributed to the

policy of giving the trade a little more value than expected.

A. Gredelue, the Baccarat glassware importer, is having a very satisfactory trade. A recent communication from Victor Levoyer contained an order substantial enough in itself to keep the New York office busy for a while.

The toy men are reaping a fine harvest just now, and Louis Wolf & Co. are writing some of the best orders ever. The showing this company is making of dolls and toys eclipses all previous ones in every respect.

The Goodwin & Kintz Co. has obtained the exclusive agency for New York and Boston of the line of art glass domes made by the International Shade Co., of Springfield, Mass. The styles embrace domes for hanging lamps, gas and electric portables.

The Art China Import Co. claim that their "Palatin" line of white china for decorating surpasses anything in quality and design for the same price on the market. A large and varied stock is carried, making prompt matchings an easy matter. "Monogram" Limoges china, although shown but a short time, already gives promise of being one of their best sellers in the near future. As a sample of the value given, they are offering a dozen plates with broad gold border and three-letter gold monogram for \$5.93.

Everyone who visited the New York headquarters of the Plume & Atwood Co. last week was impressed with the evidences of activity there. The "Eagle" burner continues to make friends wherever shown, due to its substantial construction and handsome appearance.

A new line of Austrian china imitation hand-painted decorations has been received by the Strobel & Wilken Co. It has some excellent features. The decorations consist of cluster designs on a cream body with liquid gold borders, and closely resemble hand

work. Footed fruit dishes, croton sets, salads, plates, and many other pieces are shown in this ware. The Alice dinner set in white and gold is also a recent arrival at the showrooms. It is of Bavarian china, and is finding considerable favor with buyers.

Q

"Kinran," the "jewel of porcelains," has been touching the high-water mark in sales right along, and Vantine & Co. are more than satisfied with the success it is having. The ware is more than usually decorative, and is made by a newly-discovered process for which they hold both the United States and Japanese patents. The designs are oriental, worked in relief with millions of microscopic beads which reflect every light-ray in prismatic colors.

Q

Several new styles in heavy brass candlesticks and novel ash-trays have just come from the Torrington factory of the Turner & Seymour Mfg. Co., and are on display at 47 Warren street. Colonial designs predominate in the former, which are in dull and bright finishes.

Q

Owing to the expansion of their business the Royal Copenhagen Porcelain Co. will remove May 1st to the fourth floor of the Crockery Exchange, 25 West Broadway, which is to be specially decorated to meet their requirements. The new quarters will not only allow a better display of goods, but are easier of access.

AT PITTSBURGH.

THE spring exhibit of Bawo & Dotter has been opened in the usual suite at the Hotel Anderson by Fred Zollig, who has taken the place of A. Herr this trip. The display is attractively arranged, and the character of the goods shown is commented upon most favorably by the trade.

* *

W. Joseph has opened a jobbing and importing house at No. 911 Fifth avenue. Art pottery, cut glass and hammered brass are featured.

* *

The permanent sample rooms of Kinney & Levan in the Century Building, Seventh and Penn avenue, is constantly being augmented by new imported and domestic staples and novelties. The imported dinnerware patterns shown this season form the largest line the firm has ever displayed. W. W. Lang, who is in charge, announces the Tri-State trade "in good health" this season.

* *

The Sibley, Lindsay & Curr display in the Century Building at this season of the year is a new feature

with this company. It has been a profitable one, however, and will most likely be continued annually hereafter. W. J. Harkness and Geo. C. Feltes are in charge.

STRIKING GLASS-CUTTERS RESUME WORK.

THE striking cut-glass operatives in Brooklyn have returned to work, and everything is apparently serene. The only concession made was for a closed shop, which carries with it a reduction from fifty-eight to fifty-five hours a week. Demand for a fifteen per cent increase in pay for day workers was refused.

The trouble started March 9 at the Thos. Shotton Cut Glass Works, operating 390 frames. To the men's demands the company replied that business would not permit an increase in wages. About 350 roughers, smoothers and polishers went out. An agreement was reached March 16, and the strikers returned to work two days later. The company agreed to maintain a closed shop; wages to remain unchanged at present; but as new designs come in wages would be increased in so far as trade conditions permitted. It is reported that the majority of the twelve Brooklyn factories made a similar agreement with the union men.

At the factory of the John S. Earle Co. twenty-five men went out. At the Kings County Rich Cut Glass Co. about twenty-seven men were out for one day; the Liberty Cut Glass Co. had twenty out of fifty men out for two days; eight men went out at the John A. Nelson plant.

A meeting was held Wednesday night by the manufacturers to discuss the advisability of establishing an association for mutual benefit and protection. Six firms were represented.

A COLONIAL TEA.

FROM an attractive and very cleverly-designed brochure recently issued by the Jefferson Glass Co. we extract the following:

A Colonial Dame of ancestral fame
Thought she'd give a Colonial Tea.
She had relics galore—antiques by the score—
Some of which antedated B. C.

She had silver in plenty, both ancient and dainty;
Bronzes with histories too old to recall;
A teapot of brass; but nothing in glass
That looked antiquated at all.

* * * *

The guests all assembled; not one had remembered
A "Tea" quite as charming, or antiques so rare.
Discussed first and last was "Chippendale" glass—
The "*dearest* old relic" of all that was there.

Among the Potteries

East and West

A shortage of freight cars may be the next thing the potters will have to contend with. Several manufacturers have already had trouble in getting cars for bulk shipment. It was thought that with the entrance of the Erie railroad into this city speedier shipments West would be obtained; but this has not been realized. Cars loaded for Western points here are rushed through over the Youngstown and Ohio River road to the Marion, O., Junction, where they are made up for fast shipment West. Still, it is believed that faster time is obtained over the Erie road than over the Pennsylvania divisions.

* *

The Globe Pottery Co. has been compelled to increase its capacity. Additional machinery has been installed in the clay departments and increased facilities afforded in the glaze and dipping ends. Last Monday the firm started the erection of a large double decorating kiln, thus increasing the capacity of this department forty per cent.

* *

Among the buyers in the district during the past week were W. C. McGregor, of the H. P. McGregor Co., Wheeling W. Va.; H. F. Parthun, of the John M. Smyth Co., Chicago; R. Beren, of the New York Crocker Co., New York.

* *

W. C. Browne, of the Potters' Co-Operative Co., who has been working the Eastern trade, has returned to the factory for a fortnight.

* *

At the D. E. McNicol pottery the capacity of the decorating department has been greatly increased, all the space formerly occupied by the sample rooms now being used for working purposes. James Deens, who recently returned from an Eastern trip, has left for a Western and Southern journey.

* *

There is not a "dull" pattern in the entire assortment of dinner ware treatments of the Smith-Phillips China Co. E. A. Crawford, manager of the decorating department, has started to work out some new ones for the mid season, and says that they will be

something just a little different from other offerings of the district.

* *

Charles W. Franzheim, formerly of the Wheeling Potteries Co., who has been here for a few days, says that while the bondholders of the idle potteries at Wheeling are anxious to have the properties in operation, they do not see their way clear to place additional capital in the business.

* *

Mold and sagger makers have been put to work at the No. 2 plant of the National China Co. at Salineville. Gas mains have been extended to the pottery, and as soon as sufficient materials are delivered the making of ware will start.

* *

The strike of the Philadelphia street railroad employes has had its effect here, many orders for decorated goods being held up on instructions from the buyers. As decorated orders are not subject to countermand, the only thing the manufacturers can do is to hold the goods in their packing departments until word is received to make shipment.

* *

Manufacturers are, as a rule, now paying about one cent a sheet more for "decals" than last year. This increase has been caused by the new tariff regulations.

* *

There is reason for believing that before the end of the year most of the pottery manufacturers here will be using the new down-draft kiln. It was first tried out at the Cartwright plant, and results were so favorable in reducing fuel cost that the firm says all of its kilns will be converted to the down-draft method at once.

* *

An extensive exhibit of Ohio pottery will be made at the Ohio Valley Exposition at Cincinnati next fall. Mayor S. W. Crawford, of East Liverpool, has been appointed one of the board of commissioners.

✕

The "Monticello" dinner shape
Chester, W. Va. of the Edwin M. Knowles China Co. is having a greater demand now than ever The treatments are quite different

from others heretofore shown, and the trade has taken very kindly to them. The plant is working to its capacity. The covered jug which this firm introduced some time ago as a specialty has passed that stage and is now one of the staples.



The Cadwalder Park tunnel, which has **Trenton.** been under course of construction all winter, is completed to such an extent that the feeder of the Delaware and Raritan Canal is again ready for navigation—much to the relief of local pottery manufacturers who ship goods by water.

* *

Work on the new Kelsey Memorial Art School was resumed last Monday after a delay of several weeks due to cold weather. The building will now be rushed to completion.

* *

Harry Briehler, an operative employed at Mad-dock's, is being held without bail on the charge of murder. Briehler shot Wesley Tall Chief and William Carey in a drunken argument two weeks ago, and Tall Chief died on Monday at St. Francis Hospital. Carey, however, continues to improve.

* *

Edward Dithridge, who is employed at the J. L. Mott Co.'s plant in this city, has returned from Pitts-burg, where he went to attend the funeral of his father, whose death is chronicled in our obituary column.

* *

George Husle and W. J. Margerum, East Tren-ton pottery operatives, won the \$1,950 Mercer auto-mobile which was disposed of last week by the local lodge of Elks for the benefit of their new building fund. They got the machine for an outlay of fifty cents each.

* *

The remains of George Bentley, the young English potter who died at St. Francis Hospital Febuary 6, were buried on Saturday afternoon. The expense of the funeral was borne by the local lodges of the Sons of St. George. The body had been held at a local undertaking establishment owing to a dis-pute as to the payment of the funeral expenses.

FINE SEVRES IN THIS CITY.

NEW YORKERS will have an opportunity of view-ing some remarkable Sevres shortly. President Fallieres has shown his interest in the forthcoming French Hospital bazaar, which will be held in the Metropolitan Opera House from April 5 to 9, by sending over one of the largest and rarest pieces of Sevres that ever left France. This is a group entitled "La Maternite" and is of biscuit Sevres by one of France's greatest artists, M. Dalou. It stands about fourteen inches high and shows a mother holding her

infant in her arms and gazing intently and lovingly upon the child.

The Government of France has sent with it the greatest single collection of Sevres ware that ever came into America. There are eighteen pieces in the Government collection, of which the noted French artist Falconet has contributed seven. Then there is the "Four Seasons," by Gaines; two Chaumont vases with flower decorations in color by Bienville; a Marlotte vase by Trayer, a Blois vase with enamel flower decorations by Ligne, and a Herblay bonbon-iere by Ulrich.

MUNYON BUYS CUT GLASS.

THE Munyon Homeopathic Remedy Co., Philadel-phia, is preparing to use cut glass as premiums in connection with one of its products. The first whisper of the move reached New York the fore part of the month, and Eddie Hammond packed his trunks and slipped over to Philadelphia, where he closed the deal in short order. It was rumored that the order would amount to \$25,000, but Mr. Hammond states that the first bill was more modest, although the year's business will probably reach that figure.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 5, '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 5, '10	Correspond- ing period 1909
Boston	125	159	1388	1089
New York	205	135	1565	770
Baltimore	425	503	2826	2877
Philadelphia.	168	222	1168	891
New Orleans.....	71	82	286	316
Newport News..	....	31	55	290
San Francisco ..	....	....	....	....
Portland (Me.)..	43	243	543	1096
Galveston ....	....	52	150	151
Portland (Or.)..	....	....	....	....
Inland Points	81	4	551	137
Total	1118	1431	8532	7617

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Mar. 5, '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 5, '10	Correspond- ing period 1909
New York	197	123	1453	714
Boston	97	157	1116	1044
Philadelphia.	168	222	1030	711
Baltimore ...	476	503	2879	3169
San Francisco ..	....	....	....	....
New Orleans. ...	6	82	165	274
Portland (Me.)..	35	136	240	780
Galveston ....	....	43	111	134
Newport News .	...	31	55	290
Portland (Or.)..	....	....	....	...
Inland Points	....	4	543	327
Total..	979	1301	7592	7443

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. All through the district factories are reported behind in shipments. One factory manufacturing blown stemware is said to be two months behind and the plan of increasing the prices of these lines has been considered in order to see if orders would ease up a bit. One commission salesman says that he has lost several good orders of late because his factories were unable to guarantee speedy delivery.

The very best grades of glassware are most in demand. This is even true of the blown and pressed lines. Jobbers say there is very little, if any, call for the cheaper grades of the latter goods. Manufacturers are wondering when the flood of orders will cease.

While during the past three weeks there has been a remarkable drop in the demand for souvenir goods, the managers of the decorating plants say that orders for tableware are the best in years. At the office of the Oriental Glass Co. it is reported that the lines of the Tarentum Glass Co. and the Duncan & Miller Co. as decorated by the former are having a most remarkable run.

Samuel Paull, of the Wellsburg Glass and Mfg. Co., was at the Ft. Pitt during the past week. He said that business with his factory was exceptionally good, the plant being run full in all departments.

By May 1 bar goods will be in great demand in Pennsylvania. Between April 15 and 30 the license courts will hand down decisions, and many who expect to obtain "permits" have intimated they will discard all old stocks of glassware and lay in new lines. Prices on bar goods are firm, with a tendency toward higher levels. Even in so-called dry territory—Ohio, for instance—bar glassware is selling well.

A square electric shade is being featured by the Haskins Glass Co. It is something on the order of the inverted gas shade, with a Mission panel effect.

The demand for vases this year is much better than anticipated. The etched and cut lines of flower-holders are having a far better sale than the cheaper

or colored glass lines. With the United States Glass Co. the demand for vases is the heaviest in six years.

Two new shapes in inkstands have just been produced by the McKee Glass Co.

An item in this column last week conveyed the impression that the Boston representative of the United States Glass Co. had died. The W. T. N. Wallace referred to was the father of the glass man.

A report was current here during the past week that George W. Fry, formerly associated with the Beaver Valley Glass Co., was considering a proposition to erect a new factory in the Morgantown, W. Va., territory. At any rate, he is one of the incorporators of the new Crystal Tumbler Co. at Morgantown.

The United States Glass Co.'s new plant at Glassport is expected to be completed and ready for operation September 1. This factory will have a thirty-ton tank capacity. The character of ware to be made here has not yet been determined.

E. P. Ebberts, secretary-treasurer of the Phoenix Glass Co., who has been spending a month in the Western and Pacific Coast territory visiting the trade in company with Manager of Sales E. H. Peck, of New York, has returned to his desk in the Renshaw Building. The "Pheno" line of shades manufactured by the Phoenix are having a most remarkable sale. They are shown in but two shapes, bowl and flat, and are known as high-efficiency shades.

The insurance adjusters are expected to announce their decision as to the loss payment on the plant of the American Glass Specialty Co., at Monaca, Pa., in a few days. In the meantime the company is working its No. 2 plant at Jeannette, Pa., and is doing all it can to make shipments as promptly as possible under the circumstances.



Rochester, Pa. Fires will be lighted under the fourth furnace at the main plant of the Rochester Tumbler Co. within a week. The company started operations

with two furnaces and recently placed a third to work. Business has now increased to such an extent that it is necessary to start the fourth.

✱

A charter was granted to
Morgantown, W. Va. the Crystal Tumbler Co.
March 15. The capital
stock is \$100,000. Incorporators; E. D. Tumlin, E.
M. Grant, I. C. White, A. W. Lorentz, G. W. Fry.

WHY THE WHEELING POTTERIES CO. WENT UNDER.

THE following letter to the Wheeling "Register" from Chas. W. Franzheim will be found extremely interesting from the fact that it contains some hitherto-unpublished history in relation to the defunct Wheeling Potteries Co. :

Dear Sir: My attention having been called to an article published recently in your valued paper, signed "Business Man," in relation to the reopening of the South Wheeling potteries, and your editorial bearing on same, I write to say that I am in full accord with the valuable suggestions offered by your correspondent and yourself, and desire to assist you and your readers in allaying any fear of "unprofitableness," in event the potteries are again placed in active operation. The former company always made good profits, except in times of extreme business depression or labor troubles, of which it had but few, until the price war of 1905 demoralized its profit-earning ability after allowing for its fixed interest charges, which were unusually burdensome. It may not be generally known that the former company from the time of its origin, thirty years ago, never had one dollar of working capital that was not borrowed, and that its interest charges averaged fully ten per cent on its actual capital paid in, when it closed its doors.

The company paid regular dividends out of its earnings after paying its interests charges, and from the year 1900 until 1905 declared more in dividends out of its earnings than all the actual cash capital ever put into the business. Neither should you overlook the fact that when the four plants were consolidated into one company in 1902 that there was over seventy per cent of water emptied into its capitalization, on all of which the management was expected to and did pay dividends. When this became impossible after 1905 two disloyal directors of the company were the first to depreciate the market value of its stock, which set the tongue of gossip to quicken, and hastened the call of the banks for a speedy liquidation at the time of the fatal panic of 1907.

The matter was not the result of improper management so much as improper methods, by continued declaration of dividends that should have been applied to the payment of the company's indebtedness. In my opinion the South Side plants can be profitably operated, if, as you say, they can be acquired at low cost, and operated with sufficient cash capital actually paid in. The plants are fully equipped and in fair repair, and can be made ready to operate within a few weeks.

They have an established trade and good reputation, and under a capable and economic management, with sufficient working capital paid in, should bring profitable returns quickly to any capable persons putting them into operation.

If Senator Scott and the Board of Trade are sincere, and I believe they are, they cannot do a better turn for the city of Wheeling than re-open South Side potteries, thus giving employment to about 600 capable and thoroughly skilled workpeople, at about \$250,000, in wages per annum.

If I can be of any service in the matter I will be glad to assist without charge.

Respectfully,

CHAS. W. FRANZHEIM.

ASKS FOR RECEIVER.

A SUIT has been filed by Louis E. Swinton, member of the Toledo (O.) Art Glass Co., asking that a receiver be appointed with power to dispose of the stock and distribute the proceeds. The other partner, David Swinton, is the defendant; and a party to the suit is the National Bank of Commerce, where, it is alleged, the firm has deposits of about \$2,000. The plaintiff asks that a restraining order be issued to prevent the payment of any money to Swinton by the bank. The firm, which manufactures art glass and lamp shades, was formed in 1905. The plaintiff says the articles of agreement have been violated, and alleges the defendant to be insolvent.

BUSINESS BRIEFS.

Theo. Yonkers' toy stock was burned at 869 Broadway, Brooklyn, N. Y., March 22.

* *

E. R. Paulling has bought out the E. D. Reeves toy and china store, Orangeburg, S. C.

* *

A twelve-story addition to their store is projected by Stern Bros., Twenty-third street, this city.

* *

James Gillespie, manager of the Cumberland Glass Co.'s factory at Bridgeton, N. J., has recently perfected a machine for making narrow-neck bottles at a great saving over the hand method.

* *

The latest branch, on Sixth avenue, this city, of the W. T. Grant Co., which operates a chain of twenty-five cent department stores, bids fair to become their best-paying one. W. L. Taylor, the manager, says that the place is crowded daily to the limit, and that sales have exceeded their anticipations.

* *

A petition in bankruptcy has been filed against the I. M. Austin Co., manufacturers of electrical goods, Portchester, N. Y., by the Union Gas and Electric Fixture Co., \$1,136; Britannia Art Glass Co., \$84, and Albert N. Burnham, \$25. It is alleged that the

company on March 15 admitted in writing inability to pay its debts.

* *

Crockery and glassware wholesaling on a small scale was started in Aberdeen, South Dakota, by F. H. Fylpaa, of the Fylpaa Mercantile Co., Frederick, South Dakota, last October. Sales have increased rapidly, additional salesmen have been employed, and from now on the enterprise will be known as the Aberdeen Crockery Co.

* *

The National Jewelers' Association hold their annual convention at the Hotel Cadillac, Detroit, Mich., July 26, 27 and 28, this year. A number of cut glass men plan to be present. Full information can be secured from President J. P. Archibald, Blairsville, Pa., or Secretary J. Claude Wheeler, Columbia, Mo. The cut glass men have been paying more attention to these gatherings in recent years because of the opportunity of meeting so many of the members at little expense.

PRACTICAL AID FOR OUR MANUFACTURERS.

THE report for the fiscal year of 1909 has been forwarded to Secretary Nagel, Washington, by John M. Carson, Chief of the Bureau of Manufactures. Formerly few firms in the United States, says Mr. Carson, gave attention to foreign trade, trusting to export agencies and jobbers for occasional orders. The manufacturers were thus seldom conversant with the needs of foreign markets, which differ essentially from the home field, and were not in position to properly develop their export trade. A noticeable feature at the present time is the assiduity with which the producers of American articles are studying the world's markets for openings for their respective lines. It cannot be doubted that this will have its effect in increasing the exports of manufactures ready for consumption, which amounted roundly in the fiscal year 1909 to \$440,000,000, and which is equivalent to 27 per cent of the total shipments abroad for the year.

In previous reports attention has been invited to the collection, compilation and classification of the names of business concerns in foreign countries who handle imported merchandise. These names, numbering seven hundred thousand, are classified according to the particular business in which engaged, and the work is in such form as to make the names readily accessible to manufacturers and merchants of the United States seeking parties abroad who are prepared to handle goods that are being exported or that may be exported from the United States. This list is very extensively used by American business houses.

In the work that the Department is doing to promote foreign trade special note should be made of its success in opening up markets abroad to manufacturers who heretofore have limited their efforts to supplying the home demand. The increased con-

THREE

Names of countries: England, France and Denmark!

Then comes to mind three names of China: Royal Crown Derby, **AVENIR**, and B. & G. Copenhagen—characteristic, and types of cultured taste.

F. W. JENKINS & CO.,

42 Park Place.

SOMETHING NEW!

WE have just added to our large sample collection a new German China Dinner line called "THE BARCLAY SHAPE," in decorated and white. It is one of the most popular shapes ever brought out, being a winning line for people appreciating good shapes and quality.

Another word about our shapes in the French China dinnerware: "THE COLONIAL," "THE AMERICAN," "THE PHÆBE" and "THE HUDSON" are yet to be equalled, the decorations being exceptionally good.

Then the ROYAL CHINA, with the odd shapes and decorations, so different from the same old decoration shown every year.

Out-of-town buyers arriving in Chicago are invited to call and examine these lines at the *Great Northern Hotel*, Chicago, Ill., March 27 to April 3. Mr. Fred. C. Reimer in charge.

CHARLES L. DWENGER,

41 Barclay Street, New York

sumption of cereals in the United States has lessened the proportion of our agricultural exports, but this loss has been more than made up by the increase in exports of manufactured articles. Highly organized industries with large capital have for years cultivated the foreign markets, yet it is only recently that the smaller ones have sought to do so. It is a well-demonstrated fact that when the American manufacturer wants a market for his products in other countries he sets about obtaining it, but inexperience makes him enter upon the task somewhat vaguely. The commerce of the last few years has shown that a very large number of mills and factories for the first time are seeking systematic sales abroad with a view to gaining and holding a permanent foreign trade. It is no reflection on the intelligence of their managers that they are not on an equal footing with the manufacturers of Europe who have been engaged in foreign trade for generations. The Bureau of Manufactures, by the machinery it now has in operation, is able to help them to overcome this deficiency in experience and to afford them information, both of a general character and of a specific nature.

One effective means of doing this is through the special agents, who visit all parts of the world and report on trade conditions, the products and resources of the various countries, their purchasing power, their consumption of foreign goods, their business customs, the peculiarities of their markets, their transportation facilities and their fiscal systems.

It is also suggested that the designation "special agent" be changed to "foreign trade agent" or "trade commissioner." Experience has made it clear that the title "special agent" creates the impression on the one hand that these officers are representatives of private commercial houses who have been sent abroad to buy or sell; and on the other that they are secret service officers of the United States. In either case they labor under disadvantages which require lengthy explanation to overcome.

As "confidential circulars," information of a confidential character relating to special business opportunities offered in foreign markets, accompanied frequently with specifications describing the character of work to be done, blueprints and photographs, is sent out to representatives of particular industries. In a number of instances the sending of this information has resulted in securing orders for the sale of American merchandise. The circulars embrace a very wide scope, and have related to gold dredging and hydraulic machinery, portable houses, motor boats, sawmills, electric plants, elevators, hardware, footwear and numerous other articles. Blueprints have covered harbor and other public works involving the expenditure of many millions of dollars; municipal buildings, naval supplies and armament, etc., and the detailed requirements were thus laid privately before American business firms in a position to undertake such contracts.

WINDOW displays are divided into three classes—good, bad and indifferent. The first kind pays.

THE CRITERION.

There is always one by which the others are judged.

Phoenix Quality Lamps, Domes, Globes and all kinds of Gas and Electric Glassware have been in the lead for over thirty years.

There are reasons that are reasons.

Learn by sending for new inverted gas globe catalogue. Your gain commences then.

THE PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street. PITTSBURGH: 2d Nat. Bank Bldg. CHICAGO: Heyworth Bldg.

A. GREDELUE, Baccarat Glassware

Table Glassware, plain, etched and engraved; Toilet Ware, plain, cut and gilt; Goods for mounting and silver deposit; Special lines for Perfumers; Deep and Light Rock Crystal, Colonial Cuttings, Gold Decorations, Blanks.

Electroliers, Electric Portables, Brackets and Ceiling Lights. High Grade Fancy Goods in Glass, and Metal and Glass Combinations.

A. GREDELUE,

43 to 51 West Fourth Street, New York.
Corner Washington Square.

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.



La Porcelaine Theodore Haviland

Limoges. **FRANCE**

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

SHE KNEW HER BUSINESS.

THE dapper little traveling man glanced at the menu and then looked at the pretty waitress. "Nice day, little one," he began.

"Yes, it is," she answered, "and so was yesterday, and my name is Ella, and I know I'm a little peach, and have pretty blue eyes, and I've been here quite a while and like the place, and don't think I'm too nice a girl to be working in a hotel; if I did I'd quit my job; and my wages are satisfactory; and I don't know if there is a show or dance in town to-night, and if there is I shall not go with you, and I'm a respectable girl, and my brother is cook in this hotel, and he weighs 200 pounds, and last week he wiped up this dining-room floor with a fresh \$50-a-month traveling man who tried to make a date with me. Now, what'll you have?"

The dapper little traveling man said he was not very hungry, and a cup of coffee and some hot cakes would do.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced traveling salesman in china, crockery and glass for nearby territory to sell to a well-established trade. GEORGE H. WHELOCK & Co., South Bend, Indiana.

SITUATIONS WANTED.

WELL-KNOWN English pottery designer, now in this country, is open to talk to live manufacturer. Printed underglaze, decalcomanie tableware, specialties, art wares, new glazed effects, tiles, architectural pottery, exhibition pieces. Address Box 713, this office.

BUSINESS OPPORTUNITIES.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

WANTED—Local representatives, or manufacturers' agents, in every large city in the United States, to handle a line of hanging fixtures and electroliers. References required. Address Box 712, this office.

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO., 460 West Broadway New York

MANUFACTURERS

THE NEWEST BEST.

Modern Stained Glass.

We must make an impression—a psychological absent one, necessarily.

We are selling—you are buying. Naturally you want to buy BEST.

We could tell you that an aeroplane, properly laden, would bring business to your door. You wouldn't believe it. Perfectly proper for you to think so. Nowadays you want to land right. There must be no "skimming." Aerial propositions are uncertain. That you have a certainty in *Modern Stained Glass* is not a probability, but an actuality.

The landing of your customer is easy when he sees *Modern Stained Glass*. Pocket consultations are forgotten. Optical convictions are easy.

People can be quoted who bought and buy *Modern Stained Glass* with satisfying results. Is it necessary?

The prices are right—we know it—take our word for it.

You can take it from us, however, that when we make such broad, sweeping statements each week, we are "pat."

It is up to you to believe us. We can only fool you once!

EDWARD O. COLES.

General Sales Agent.

J. MORGAN & SONS,

61 East Ninth Street, (near Broadway) New York City.



No. 5021.

Spread, 23 in.

Cluster, 3-light

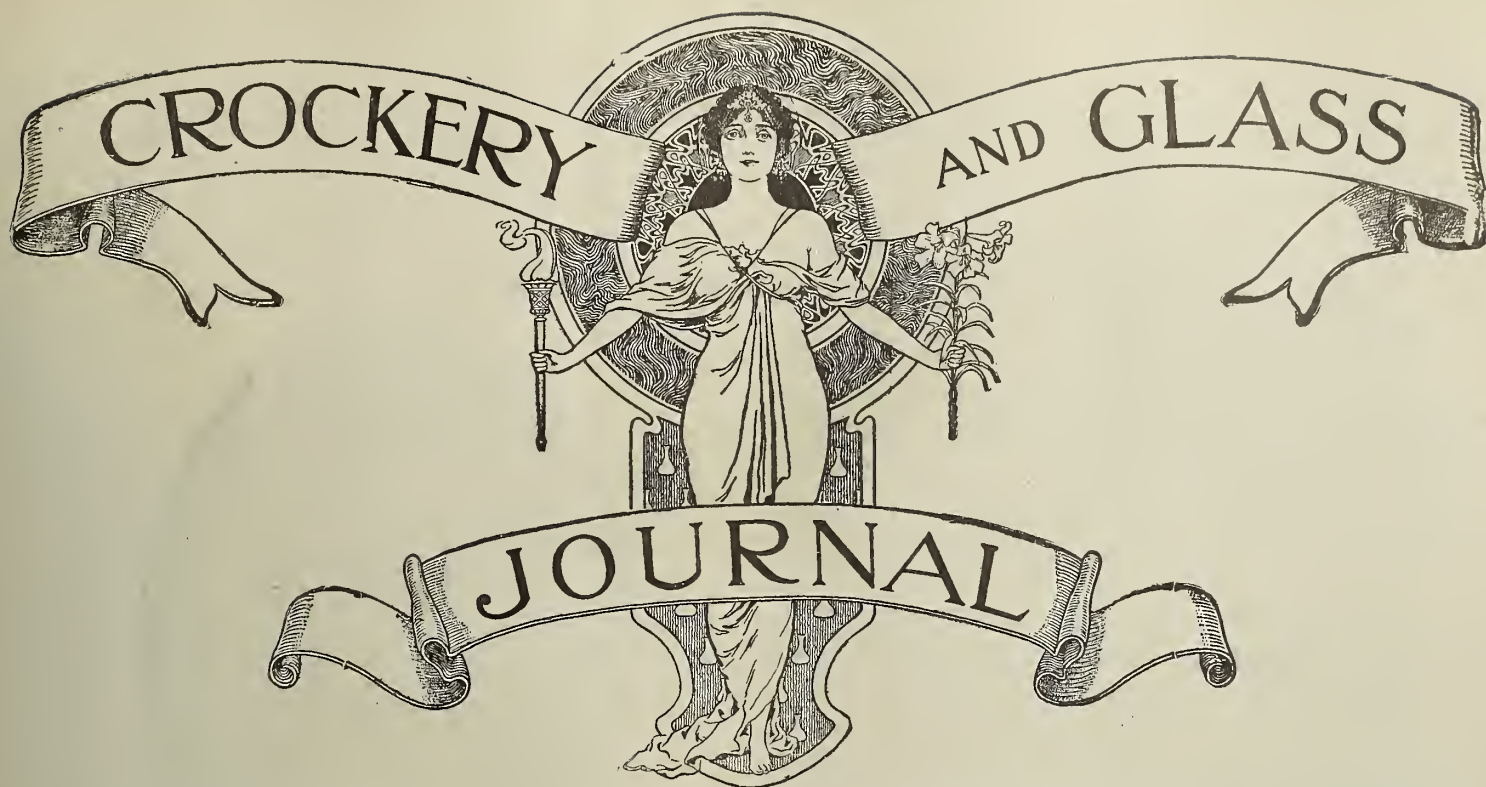
Length, 26 in.

Colorings:

Light orange and peacock-purple tulips.

Shaded green leaves on white ground.

THE TULIP.



NEW YORK, MARCH 31, 1910.

THE CONDITION OF BUSINESS.



Business has been better this week. **New York** The local buyers are beginning to show up. While not seen in large numbers, enough have appeared to lead to the belief that purchasing will be more active from now on.

French dinnerware, especially the more moderately-priced sets, is having a good call, with a steady tendency to increase.

The showings of English china have been considerably augmented by the recent arrival of many new and striking patterns which are having good sales for the short period they have been on display. The general run of business has been better than last week.

Most of the lamp houses have completed preparations for aggressive selling campaigns. Business continues to show considerable improvement. The new designs are very good and have found favor with buyers up to date. Electric portables, desk lamps, electroliers, etc., have been selling fairly well.

Toy buyers continue to arrive in great numbers, and are ordering liberally. Unusually large demands are being placed for dolls and novelties. All of the toy houses are busy—most of them handling a volume of business far in excess of last season.

Most of the local buyers have included German wares in their requisitions this week. Novelties and

staples are having very fair sales, and little complaint is heard.

Some good orders were recorded for domestic earthenware. It is an exception to find a house whose sales of this product have not exceeded last year's.

The outlook for cut glass is bright. Warerooms report satisfactory business, and road men are meeting with success. The cheaper cuttings are, of course, specified in the largest quantities, although the richer designs are selling very well.

The demand for metal goods is advancing—slowly, but substantially. One particularly good order was placed this week with an uptown concern. Many novelties are seen, and, in most cases, have been given the preference in selection.

Retail trade is good. Sales of china and earthenware dinner sets this week were above the average. Cut glass, the cheaper grades particularly, has also increased in demand. Fancy chocolate sets, decorative pottery, vases, etc., are moving rapidly. Electric portables, desk lamps, etc., are not selling so well.



While business was not as brisk during the **Trenton.** past week as in the preceding three weeks of the month, a number of large orders were booked. The demand for the higher

grades of goods continues. All potteries are busy, with no sign of any great let-up.



Glass manufacturers differ about the condition of business. Some say that orders are coming in rapidly, while others declare that during the past ten days business has been somewhat off. However, there is not a glass factory in this section but what possesses a full order file, and it looks as if all would continue in active operation until the summer stop.



The inability of some pottery manufacturers to ship orders according to specifications as to time has caused some business to be countermanded. The striking warehouse girls caused some temporary embarrassment, but did not hinder the output seriously, enough white ware being on hand to keep the decorators busy. Late despatches are to the effect that the strike is practically over, and by Monday all plants will probably be running as usual.



Business is excellent in the pottery industry here. Capacity output is the rule, and will continue for months to come, according to present indications. Salesmen are sending in good orders, and a favorable outlook is reported from every section.

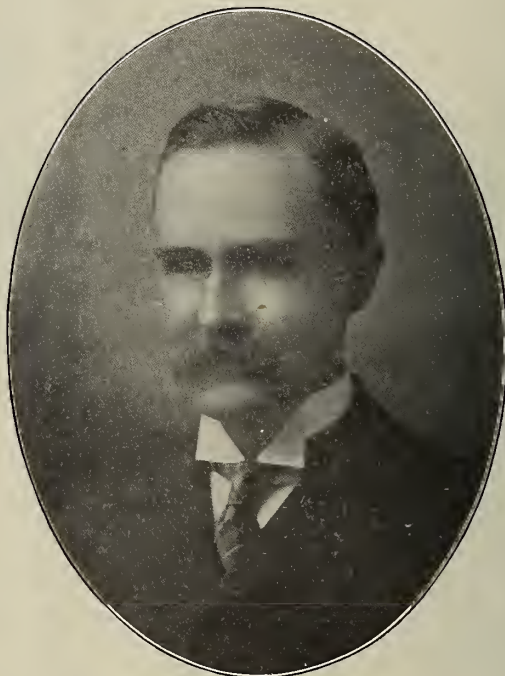
OBITUARY.

ARCHIBALD M. MADDOCK, pottery manufacturer, Trenton, died March 25 at McKinley Hospital, following an operation for appendicitis. Mr. Maddock was taken ill March 21 while attending a meeting of the Mechanics' Bank directors. He took to his bed after reaching home, and his condition became such that he was removed to McKinley Hospital the following Wednesday, and operated on that afternoon. He seemed in a fair way to recovery, but late Thursday night took a turn for the worse, and expired the next morning.

Archibald M. Maddock was the son of Thomas Maddock, one of the pioneer pottery manufacturers of New Jersey. He was born on a farm in Somerset county, N. J., fifty-four years ago. In 1878 he connected himself with the pottery firm of Millington, Asbury & Maddock, Trenton, which in later years was absorbed by the Maddocks. He was the treasurer of the Thomas Maddock's Sons Co., the Maddock Pottery Co., and the Jonathan Bartley Crucible Works.

Mr. Maddock was a member of the Chamber of

Commerce, a director of the Mechanics' National Bank the Trenton Savings Fund Society, the Trenton School of Industrial Arts, and vice-president of the board of managers of McKinley Hospital.



ARCHIBALD M. MADDOCK.

Although of an exceedingly modest and retiring disposition, the influence of the deceased was great in the community. During the recent trolley disturbances he was chosen chairman of the meeting of citizens which brought the matter to a peaceful conclusion. He was also the chairman of the committee which arbitrated the differences between the railway company and the men. In this way and in hundreds of others he showed his deep interest in his home city, and there was universal regret when it was learned that he was dead.

The funeral services were held on Monday afternoon at his home on Greenwood avenue, and the house was thronged by those who had known and loved him.

In the death of Archibald M. Maddock the city of Trenton and the pottery trade at large have sustained an irreparable loss.

James Leigh, aged forty-one, an employee of the Greenwood China Co., Trenton, N. J., died at his home in that city March 24, of pneumonia. Mr. Leigh came to this country from England about twenty-five years ago, and had lived in Trenton most of the time.

Wm. H. Provost, a well-known East Trenton, N. J., potter, died March 22 of pneumonia.

Jonathan William Brooks, who died of typhoid fever at Corpus Christi, Tex., March 21, aged sixty-three, entered the employ of Burley & Tyrell, Chicago, in 1864 and remained with them until 1872, when with E. H. Pitkin he founded the china and

glassware firm of Pitkin & Brooks. He was vice-president of the company at the time of his death.

Sigmund Levien, father of Louis Levien, the New York cut glass manufacturer, died March 23 at his home in New York, aged eighty-six.

GLASS-BLOWING IN ANCIENT TIMES.

THE glass blowers of ancient Thebes are said to have been as proficient in that particular art as is the craftsman of the present day. We doubt this very much. That they were well acquainted with the art of staining glass, however, is undeniable, and are known to have produced that commodity in great profusion and perfection. Rossellini gives an illustration of a piece of stained glass known to be four thousand years old, both in tint and design. In this case the color is struck through the vitrified structure, and he mentions designs struck entirely in pieces from a half inch to three-quarters of an inch thick, the color being perfectly incorporated with the structure of the piece and exactly the same on both the obverse and reverse sides. The priests of Ptah, at Memphis, were adepts in the glassmaker's art, and not only did they have factories for manufacturing the common crystal variety, but they had learned the vitrifying of the different colors and the imitation of precious stones to perfection. Their imitations of the amethyst and various other colored gems were so true to nature that even now, after they have lain in the desert sands from two thousand to four thousand years, it takes an expert to distinguish the genuine article from the spurious.

BUSINESS BRIEFS.

The Green River Department Store was destroyed by fire at Morganfield, Ky., March 25.

The C. F. Monroe Co., Meriden, Conn., for which C. F. Monroe was appointed temporary receiver March 19, will be continued without change of management.

T. M. Garvin, of Wheeling, W. Va., has bought the plant of the Pittsburgh Elastic Enamel Co., at Sharpsville, Pa., for \$17,500. It is said to be worth over \$60,000, and at one time was valued at \$100,000. Arrangements are now progressing to place the plant in operation, giving employment to about 125 men.

The Art Metal Novelty Co., Meriden, Conn., is reported to be in difficulties. It is rumored that the directors have applied for a receiver and that a Mr. Squires has been appointed trustee. Major Wm. B. Dwight, president of the company, is very heavily

interested in the firm. Max. Kossiman is the New York representative.

After twenty-three years of successful crockery retailing in Fort Smith, Ark., L. M. Alford has retired. He has large real estate holdings, and will hereafter look after the management of his rental property. The Sanders China Co., of Little Rock, has purchased the business, and Lewis Sanders, junior member of the company, will manage it.

Ohio jobbers and other large shippers of package freight have won their fight against the clause in the Ervin bill which provides that it shall be the duty of each railroad to weigh all freight received by it for transportation, except freight charged for at estimated weights. Under this measure, if enacted into law, it would have been necessary for the railroads to weigh each package of freight received from a shipper, and there was a loud outcry from the large shippers, who asserted that under it freight would be greatly delayed in transit, and the Ohio jobber would suffer, while jobbers outside the State, where no such provision existed, would reap the benefit by being able to make much quicker shipments of goods.

IMPORTS AT PORT OF BOSTON.

HAMBURG		
1 package earthenware.....	Jones, McDuffee & Stratton Co	
8 " "	A W Chesterton	
2 " "	Stone & Downer Co	
3 " "	F Behrend & Co	
12 " "	National Despatch	
1 " "	C J Pierce & Co	
109 " "	B D Webber	
14 " "	American Express Co	
1 " "	Jordan Marsh Co	
12 " "	Geo Borgfeldt & Co	
3 " "	Houghton & Dutton	
7 " "	Bawo & Dotter	
8 " "	F W Woolworth	
10 " "	W R Noe & Sons	
78 " "	Ocean Transit Co	
72 " "	J B Moors & Co	
38 " "	L Wolf & Co	
5 " "	L E Knott Apparatus Co	
68 " "	Miscellaneous Orders	
LIVERPOOL		
22 packages earthenware.....	Jones, McDuffee & Stratton Co	
33 " "	Mitchell, Woodbury Co	
11 " "	R F Downing & Co	
5 " "	Geo Borgfeldt & Co	
185 " "	American Express Co	
1 " "	Richard Briggs Co	
1 " "	E Boote	
4 " "	Miscellaneous Orders	
ANTWERP		
41 packages earthenware.....	Jones, McDuffee & Stratton Co	
49 " "	Mitchell, Woodbury Co	
21 " "	J B Moors & Co	
31 " "	C J Pierce & Co	
11 " "	Bawo & Dotter	
GENOA		
20 packages earthenware.....	Jordan Marsh Co	

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.MECHANICAL DEPT.,
TEL. 6724 CORT.

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Single copies.....	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 31, 1910.

THE MANAGER'S DUTY.

THE large increase in business this season has put to a splendid test the facilities of the various concerns to handle it, and has caused several of them to modernize their systems, putting everything possible in the most favorable shape, so that whatever trouble is experienced will not be due to oversight. The more perfect the office and factory methods are for handling business the less chance for difficulties to arise. One duty of the manager is to anticipate the possibilities of trouble, and to make preparations accordingly. Minimize the chance for errors, and whatever happens to seriously impede business cannot be chalked up against the manager.

LEARNING FROM EXPERIENCE.

NOW is the time for the younger salesmen to earnestly get to work and thoroughly familiarize themselves with the lines they are selling. The experiences they have just passed through with the different types of buyers has been, or should have been, a fine educational course. The critical buyer, for instance, possibly revealed to the salesman certain weak points in his solicitation. Maybe he offered arguments that could not readily be answered. If this has been the case, the salesman should make an honest cross-examination of himself with regard to

his knowledge of his line, and spare no pains in finding new talking points about his goods.

The buyers themselves have possibly been found to be a little more "human" than the young salesman had expected. Many times they may have been willing to assist in the schooling of a "first-season man." However, it is a dangerous practice to display even the slightest ignorance unless the salesman is sure of his customer's interest.

Those salesmen who have had their first real selling experience this year should work harder than ever now to fortify any weak points with sound logical arguments, and start April with an enthusiasm that will stand the constant battering of the rebuffs that every salesman meets.

PERSONAL.

IT seems like old times to see "Judge" Seedorf in the District again. He is now manager of the New York office of the Geo. H. Bowman Co. A. P. McPherson, who engineered the opening of the "White House," desired for reasons of his own to go West again, and, as the concern will no longer carry stock in this city, arrangements were made that he might represent the house in Chicago, taking in St. Louis, Sioux City, and intervening points. The "Judge" was with Mr. McPherson at Carlowitz & Co.'s. Knowing his worth, what more natural than that he should be sought out and installed to succeed his old co-worker as local manager?



After being delayed on account of press of business for some weeks, J. S. Lauterbach leaves New York Saturday on his regular Western trip for the Strobel & Wilken Co. He expects to be away ten or twelve weeks.



B. Banner, of the Banner China Co., Beaumont, Texas, is still in town on his honeymoon, and will remain until April 8. His bride is a charming person who has won the hearts of all she has met.



W. J. Patterson, the old-time glass salesman, came into New York on Tuesday with a line of chimneys from the Star Glass Co., Star City, W. Va. He will be at the Astor House for a week.



W. W. Magee, of the Plume & Atwood Mfg. Co., returned last week from a short trip to Boston.



H. S. Clarke, who has been exhibiting the lines of Robt. Slimmon & Co. at the Hotel Henry, Pittsburgh, this week, will open at the Hollenden, Cleveland, April 2, and at the Palmer House, Chicago,

April 6. W. P. Garvin, with the same firm, opens at Galveston April 2, and at New Orleans April 6.



Chas. Schlessinger, buyer for John McCormick, 448 Fifth avenue, Brooklyn, resigned last week, and is succeeded by Chas. Minning. Harry F. Bartow is now assistant.



Jos. Burroughs began selling the Rochester cut tumbler line on Tuesday for Paul Joseph.



R. H. Yarwood, buyer for the W. V. Snyder Co., Newark, N. J., resigned last Saturday.



Chris. Daudt, of the Daudt Glass and Crockery Co. and Toledo Star Cut Glass Co., Toledo, O., is in town this week conferring with W. B. Weddle, his New York representative.



E. Torlotting, United States representative of the St. Louis Crystal Glass Co., left Sunday night for an extended Western trip.



Geo. Hamilton, New York agent for Furnivals, returned Saturday from a two weeks' flight as far West as Detroit.



Fred. J. Faulkner, of Faulkner & Forbes, returned last Saturday from a seven weeks' visitation along the New York Central line.



Benj. V. Henderson is expected to arrive on the Minnehaha Saturday. He has been absent six weeks on a tour through England and France.



Frank R. Martin, buyer for the Cowell & Hubbard Co., Cleveland, sailed for Europe last Saturday. Chas. Reizenstein made the trip from Pittsburgh to see his old friend off.



J. Shear, president of the Malden (Mass.) China Co., was in New York Tuesday buying supplies.



Chas. M. Brooks, sales manager and buyer for the Burley & Tyrell Co., Chicago, returned from Europe on the Lusitania last Friday, and left for Chicago on Saturday. His many friends in the trade were delighted to see him, and gave him a hearty welcome while here.



A. P. McPherson, with the Geo. H. Bowman Co., leaves on Sunday night for the West. E. J. Vigneron, of the Cleveland branch, left this week for home, stopping over at Philadelphia for a day. Ernest Wolf leaves on Saturday for a Western trip with his glass

lines, and Hugo Hamburger goes on the same day with samples of dolls and toys for a long Western trip. Geo. H. Bowman, president, left for home last Saturday.



G. J. Braun, with Ed. Boote, left on Wednesday night for a trip to Philadelphia, Baltimore, Washington, and other points in the South. He expects to be gone about a month.



W. L. Taylor has succeeded A. T. Hall as manager of the New York branch of the J. D. Bergen Co. Mr. Hall is now with the Chas. Parker Co., Meriden, Conn.



R. A. Cavanaugh, china and glass buyer for A. Lisner, Washington, D. C., left town Wednesday night after two days spent in placing orders.

MINIMUM RATES TO ALL.

THE proclamations of the President granting the minimum rates of tariff to Canada, Australia, and a number of countries less important, completes the extension of the country's minimum rates to the whole world. About one hundred and thirty nations and dependencies are included in the list. The Dominion Government has granted to the United States reduced rates of duty on about forty commodities. The rates on tableware of china, porcelain, white granite or ironstone is 27½ per cent; on common and colorless window glass 12½ per cent.

NO LOCK-OUT AT HERRFELDT'S.

AT the factory of J. H. Herrfeldt & Co., Brooklyn, operating about forty frames, the reports circulated to the effect that the glass-cutters were locked out following the recent demands for an increase were emphatically denied. The company agreed to maintain a closed shop for one year, as did most of the other Brooklyn factories, but refused to grant the demands for increases in salaries ranging from fifteen to twenty per cent. A two and a half per cent increase was made on all piecework, however. The report of a lock out probably originated from the fact that the Herrfeldt men were laid off for this week.

Thos. B. Campbell, who operates about thirty frames, stated that he also signed the closed-shop agreement, adding that a number of newspaper men who had read the account of the trouble as published exclusively in the JOURNAL last week had called on him for particulars.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
March 29, 1910.

ANTWERP	
129 packages glassware	B Gunthel
6 " "	Graham & Zenger
87 " "	Miscellaneous Orders
53 " earthenware	L Straus & Sons
3 " "	J Wygand & Co
2 " "	L H Mace & Co
2 " "	L D Bloch & Co
27 " "	G F Bassett & Co
14 " "	Koscherak Bros
36 " "	Bawo & Dotter
6 " "	Strobel & Wilken Co
23 " chinaware	Vogt & Dose
61 " "	H Kupper
88 " "	Theodore Haviland & Co
29 " "	H Creange
18 " "	Endemaun & Churchill
119 " "	Miscellaneous Orders
11 " toys	A Steinhardt & Bro
18 " "	B Ilfelder & Co
15 " "	Strobel & Wilken Co
20 " "	Miscellaneous Orders

BREMER	
2 packages glassware	L Straus & Sons
106 " "	Miscellaneous Orders
9 " chinaware	C E Wheelock & Co
9 " "	J H Venon
14 " "	Miscellaneous Orders
20 " earthenware	Strobel & Wilken Co
17 " "	Miscellaneous Orders
37 " toys	Strobel & Wilken Co

HAVRE	
705 packages chinaware	Haviland & Co
13 " "	C L Dwenger
15 " "	Endemann & Churchill
201 " "	Theodore Haviland & Co
68 " "	H Kupper
1 " "	J Pouyat Co
11 " "	Bawo & Dotter
43 " "	A G Moment
83 " "	L Straus & Sons
25 " "	J H Venon
57 " "	Miscellaneous Orders
468 " glassware	E Utard
154 " "	Miscellaneous Orders

LONDON	
21 packages toys	Strobel & Wilken Co

LIVERPOOL	
17 packages earthenware	The Rowland & Marsellus Co
15 " "	G F Bassett & Co
10 " "	E Boote
9 " "	J Wygand & Co
10 " "	L Straus & Sons
35 " "	Geo Borgfeldt & Co
16 " "	R Slimmon & Co
87 " "	H C Edmiston
15 " "	Maddock & Miller
18 " "	Miscellaneous Orders
10 " chinaware	C E Wheelock & Co
14 " glassware	Meakin & Ridgway
5 " "	W H Plummer
1 " "	Bawo & Dotter
59 " "	Miscellaneous Orders
406 " toys	Geo Borgfeldt & Co
12 " "	Strobel & Wilken Co

TRIESTE	
159 packages glassware	A L Crawford
12 " "	Bawo & Dotter
14 " "	J Palme
25 " "	Miscellaneous Orders
2 " toys	L H Mace & Co

HAMBURG

25 packages glassware	Fensterer & Ruhe
85 " "	Geo Borgfeldt & Co
18 " "	F Bing & Co
184 " "	Brown Bros
223 " "	O O Friedlander
8 " "	H Kupper
100 " "	Fondeville & Van Iderstine
38 " "	Kmy-Scheerer Co
238 " "	W R Noe & Sons
9 " "	Samstag & Hilder Bros
47 " "	L Straus & Sons
1 " "	J Wygand & Co
31 " "	Strobel & Wilken Co
730 " "	Miscellaneous Orders
18 " chinaware	Bawo & Dotter
291 " "	C E Wheelock & Co
1 " earthenware	H Kupper
19 " "	L D Bloch & Co
1 " "	Koscherak Bros
11 " "	Knauth, Nachod & Kuhne
47 " "	Strobel & Wilken Co
120 " "	Miscellaneous Orders
52 " toys	B Ilfelder
189 " "	Geo Borgfeldt & Co
5 " "	Samstag & Hilder Bros
12 " "	A Steinhardt & Bro
22 " "	G W Travers
628 " "	F W Woolworth
89 " "	Strobel & Wilken Co
169 " "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co

GENOA

48 packages earthenware	Geo Borgfeldt & Co
10 " "	Miscellaneous Orders

ROTTERDAM

26 packages earthenware	Geo Borgfeldt & Co
5 " "	F Bing & Co
19 " "	L D Bloch & Co
44 " "	Lazarus, Rosenfeld & Lehman
5 " "	Miscellaneous Orders
25 " glassware	Graham & Zenger
58 " toys	B Ilfelder & Co
44 " "	Miscellaneous Orders

WOULDN'T BE "TURNED DOWN."

MAYBE you have heard the following story about the persistent young mnn, now one of the principal owners of the "New York Herald." If so, skip it. There are a number who haven't, however; and, anyway, it's worth retelling.

He had been trying for months to get a chance on that paper, but met with no encouragement, on account of his inexperience. However, he wasn't a bit discouraged. Rebuffs in no way disheartened him. He made it a practice to apply at least once each day for the position he wanted.

Owing to inclement weather, this indefatigable youngster called up the editor on the 'phone and was repeating his desire for a chance on the "Herald" when that busy personage impatiently shouted: "Go to h——!" Instantly was flashed back: "Shall I get pictures?"

The nimble wit of the tireless cub won him his opportunity, and the way he "made good" is history in journalistic circles.

The New York Crochery and Glass District.

Endemann & Churchill, whose advertisement occupies our first page this week, deserve great credit for the unique designs they have put upon the market this year. Besides being original, the patterns are excellent and very tasteful. The quality of Bernardaud china is unquestionable. The workmanship is of the first order, and the selections are carefully made. White china for amateur decorators must be good, and that theirs meets every requirement is evidenced by the fact that it is in the hands of the principal dealers all over the country.

In a new line of Japanese vases, called Kinjo ware, Cox & Lafferty have one of the really new things of the season. The decorations are on a china body completely covered with an enamel treatment that produces a very beautiful effect. Buyers who are looking for exclusive goods should see this line.

E. M. Uniack, Jr., representing the Onondaga Pottery Co. at 237 Broadway, moves May 1 to room 1017, Fifth avenue Building, Twenty-third street and Broadway.

The Imperial Crown china embraced in the Austrian dinnerware display at Bawo & Dotter's has elicited many flattering comments this season because of its excellent finish, light body, fine coloring, and exquisite decorations. Style No. 6787, illustrated in their advertisement on another page, gives a fair idea of the fine lines of the model. Justice, however, cannot be done to the decorations in black and white printing. Over the dark green border is a narrower one of gold, and in the niches formed by the design are tiny roses and leaves exquisitely colored.

"Modern stained glass" is the result of long experiment by one of the most experienced men in the mechanical end of the electric fixture business. William J. Peterson, superintendent of the factory of J. Morgan & Sons, long had the idea of producing a cheaper glass adapted to the manufacture of portables, domes, etc., and finally perfected a method whereby the glass could be shaped and stained in one process,

so that the design is actually in the metal. This is now called "modern stained glass," and new designs are constantly being produced. A notable point about the patented material is that it adapts itself splendidly to rich, mellow color effects otherwise unobtainable. Although on the market but a short time, it has been pronounced an unqualified success.

An almost endless variety of blown vases is shown by John Nixon for the Fostoria Glass Co. New effects are shown in the wide-mouth, water-drop, optic styles. The same is true of the diamond shape and oblong styles for long-stem flowers. The samples exhibited offer a very wide selection, and the prices are low.

Bassett's letter writer takes as a subject for his letter this week Colonel Roosevelt's tour in Egypt, and of course manages to bring in something about the tariff and Bassett china. It's worth reading.

John Davison has a line of rock crystal and engraved glassware that is probably unsurpassed in beauty of design and excellence of execution by any similar ware shown in this country. It comes from the celebrated factories of Stevens & Williams, England, and is almost endless in its variety of shapes and treatments. Skill of the highest order is shown in the exquisite engraving of leaves, flowers and buds, and time has apparently not been spared where a few extra hours would add to the beauty of the decorations.

The Geo. H. Bowman Co. is shipping the samples of toys displayed at 39 Murray street during the past two months to Cleveland, where they will be exhibited for the benefit of Western buyers. The store and basement at 39 will be occupied May 1 by the E. P. Gleason Mfg. Co. and the Gleason-Tiebout Glass Co., in addition to the space now leased by those firms at 37 Murray street.

The New York showroom of the Turner & Seymour Mfg. Co. now contains the latest patterns in gas and electric portables. The new goods are distinct-

tive in style and finish, and are up-to-the-minute in every respect. In their advertisement in another part of this paper they show a cut of one of the new models in a simple, yet rich design. Buyers have found that the time spent in looking over the line has been well repaid.

Evidences of "Chantecler" adaptations are everywhere. A few weeks ago Fondeville & Van Iderstine displayed a fine assortment of French earthenware with "Chantecler" decorations, and from the start the goods held visiting buyers' attention as well as won approval in the shape of orders. Interest is bound to be alive for some time to come over Rostand's famous play, and the new decorations should prove rapid sellers.

W. B. Weddle has been appointed New York agent for the Toledo Star Cut Glass Co. The line embraces some very creditably engraved stem and table ware with fruit and floral treatments.

After many years at 12 Barclay street John Davison has taken the store floor at No. 14, and is having it fitted up for a wareroom. He will also occupy the basement and sub-basement. When completed it will be one of the handsomest display rooms in the District.

Faulkner & Forbes have received a new lot of German china from C. E. Wheelock & Co., embracing many good twenty-five cent sellers in salads, cakes, jugs, etc. The decors are well-executed fruit and floral subjects with delicately-tinted backgrounds.

Ample evidence of the progress made by a domestic glass house in the production of cut-stem bar and tableware is furnished by the exhibit of the Central Glass Works in the showroom of A. P. Doctor. The foreign manufacturers, Mr. Doctor states, no longer have a monopoly on the dainty, slender, cut-stem ware, and the symmetry of the bodies has been fined down to perfection. One of the recent arrivals is a cocktail, lead blown, optic, and cut stem, which, compared with last year's sample, illustrates strikingly the remarkable advances being made by this domestic factory.

Doctor & Solomon have taken the agency for a line of statuary. The dusky sons and daughters of Italy have been taken for the subjects of many of the figures, and the American Indian has also received attention.

There is a display of chocolate, tea, berry and salad sets at Haviland & Abbot's that is worth more than a perfunctory, passing glance. The unique yet symmetrical shapes, while being distinctive, fit

in harmoniously with the general stock of the retailer. The dainty floral decorations trimmed with gold have been applied with fine discrimination and are carefully executed. All are in stock for immediate shipment.

Richard Kohn has just taken a line of specials in cut glass from the J. D. Bergen Co. The permanent showroom maintained by the company at 38 Murray street will be continued for the present at least.

New goods are arriving each week at Koscherak Bros., and the displays are being constantly changed to make room for the latest arrivals.

At this time of the year retailers are looking over and replenishing their stock of lamps. Not a little of their business is with persons owning seashore and mountain cottages, who demand the latest and best. To properly equip a retailer so that he will be in a position to cater to this valuable trade the Plume & Atwood Mfg. Co. have thoroughly prepared themselves. Everything possible that will aid a lamp in giving the best service to its ultimate possessor has received attention.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Mar. 12 '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 12, '10	Correspond ing period 1909
Boston	115	205	1503	1294
New York	151	62	1716	832
Baltimore	325	643	3151	3520
Philadelphia	123	113	1291	1004
New Orleans	50	14	336	330
Newport News . . . . .	....	....	55	290
San Francisco . . . . .	....	....	....	1136
Portland (Me.)	110	40	653	161
Galveston . . . . .	....	10	150	....
Portland (Or.) . . . . .	....	....	....	....
Inland Points	193	68	744	205
Total	1067	1155	9599	8772

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Mar. 12, '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 12, '10	Correspond ing period 1909
New York	135	68	1588	782
Boston	104	175	1220	1219
Philadelphia	123	113	1153	824
Baltimore	325	643	3204	3812
San Francisco . . . . .	....	....	....	....
New Orleans	50	13	215	287
Portland (Me.)	94	40	334	820
Galveston . . . . .	....	10	111	144
Newport News . . . . .	....	....	55	290
Portland (Or.) . . . . .	....	....	....	....
Inland Points	193	71	736	398
Total	1024	1133	8616	8576

Among the Potteries

East and West

East Liverpool and vicinity. When half a hundred striking pottery girls returned to the bisque warehouse benches in six potteries on Wednesday morning the backbone of the strike was broken. The girls will have their wages increased from 96 cents to \$1.10 for the stampers and dipping-house employees, \$1.05 for the brushers, and the abolishment of the afternoon lunch hour. They asked for \$1.25 for the stampers and dipping-house employees, \$1.10 for the brushers, and the retention of the lunch period.

A new price list and catalogue has just been issued by the West End Pottery Co. Many dinner and toilet sets are shown in colors.

There is a shortage of Tennessee clays throughout the district. The ball, sagger and wad clays stocks are very low, and almost at a premium. Heavy snows and cold weather in the Tennessee clay districts during the past few months are the cause.

William Brunt, Jr., president of the Brunt Pottery Co., who has been critically ill for several weeks, is out again, but as yet is unable to attend to office duties.

Cartwright Bros. are showing a dozen new treatments on a new salad.

The Trenle China Co. is gradually drifting into the production of dinner ware exclusively, although some specialties are still being made.

William H. Phillips, secretary-treasurer of the Smith-Phillips China Co., who with Mrs. Phillips has been touring Spain, is expected back next week. Needless to say, he will bring home a bunch of photographs that are worth while, for he is an adept with the camera.

The new key and floral treatment on the "Ramona" shape of the Knowles, Taylor & Knowles Co. is considered by large department store buyers one of the most attractive patterns of the season.

This pottery is having a remarkable sale for all its lines. So pressing is the demand for its dinner patterns that four large decorating kilns that have not been active for years have been placed in service.

Robert Patterson, of the Wellsville China Co., who has been in ill health, and who sought relief in Florida, is home again.

Past records for pottery production are being shattered by some manufacturers here. At the Knowles, Taylor & Knowles plant a record of 35 kilns in two weeks has been established. Another manufacturer reports having shipped \$51,000 worth of pottery during the first quarter of the year.

The Globe Pottery Co. received a check a few days ago from a Southern customer in payment of an account in which the amount of money to be paid was written in Spanish. It passed the clearing house just the same.

Although strict notice was given the trade by manufacturers that only one per cent discount would be allowed when payment was made within fifteen days from date of invoice, a number of buyers have been taking two per cent and remitting forty days after date. These checks are being returned and requests made for full amounts.

A. S. Allen, of Sebring, has been here looking for a site upon which to build a pottery. Five acres of ground have been offered Mr. Allen free if he concludes to build.

The W. S. George Pottery Co. has been formed here by the following officers: President, W. S. George; secretary, R. N. Logan; treasurer, J. F. Stoddard. The board of directors include the above with J. B. McGaffie and C. E. Doll. R. N. Chamberlain, who was assistant manager and purchasing agent for the East Palestine Pottery Co., has

resigned and A. C. Ward has assumed the position. John Bossen, formerly of the Homer Laughlin plant at Newell, W. Va., has taken charge of the clay shops.



Albert Green, a kiln-placer employed at **Trenton.** the Maddock Pottery, sustained a broken arm and a number of other injuries as the result of a fall from a ladder while in the act of placing a piece of ware last Thursday. His injuries were treated at St. Francis hospital, after which he was removed to his home.

* *

Work was started Monday on a new addition which is to be built to the Trent Tile Co.'s plant in East Trenton. The new structure will be 100x50 feet and will be used as a sagger shop.

* *

A force of carpenters is at work at the main plant of the Cook Pottery Co., where extensive improvements are being made to the offices and show-rooms.



John G. Pierce, receiver for the **Columbus, O.** Buxton-Beatty Pottery Co., whose plant is located at Worthington, just north of the city limits, seeks to recover \$1,000 from Dwight C. Brand, claimed due for unpaid stock. This plant was started by Messers Beatty & Buxton, but was operated only a few weeks.



With a capital stock of \$100,000 **Spokane, Wash.** the Clay Products Co. has been formed here and will operate, under the direction of Frank Sweeny, the former plant of the Spokane Pottery Co. at Clayton, near here.



The demand for dinner ware with **Newell, W. Va.** the Homer Laughlin China Co. this season is by far the greatest the firm ever experienced. There is not a backward number in the entire fifty or more treatments on the new Niagara shape, while the new treatments on older dinner shapes are also selling exceedingly well. There are over 100 treatments on the salad lines, and they all "move."

HONESDALE GLASS-CUTTERS OUT.

THREE hundred and fifty cut glass workers employed in four plants at Honesdale, Pa., went on strike March 29 because several men who helped to form a union a year ago were discharged. It is expected that the employes of the other three glass establishments at Honesdale will also strike.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- E F Elmer, with A E Besser's Sons, t, Buffalo. Van Cortland.
- N A Ferrie, with A Lewis & Son Dry Goods Co, hf, t, c, Denver. 16 East 18th.
- J P Averill, with Meier & Frank Co, t, Portland, Ore. 31 Union Square.
- Mrs M A Kelly, with MacDougall & Southwick Co, hf, Seattle. 45 East 17th.
- A P Thorne, with Carson, Pirie, Scott & Co, t, Chicago. 115 Worth.
- S G Harwood, with Marshall Field & Co, t, Chicago. 104 Worth.
- Miss K L Sullivan, with E W Edwards & Son, s, Syracuse. Victoria.
- R Junor, Hamilton, Ont.
- W M Junor, Toronto.
- C Smith, with Brown, Thomson & Co, c, hf, t, Hartford. 2 Walker.
- Mr Hale, with Lee & Wells Co, c, Augusta, Ga. Albert.
- H I Belcher, with Jordan, Marsh Co, s, Boston. 31 Union Square.
- A E Pfeiffer, with W Hengerer Co, c, Buffalo. 214 Church.
- A J Ferguson, with Callender, McAuslan & Troup Co, hf, Providence. 2 Walker.

FRANZHEIM'S LETTER STIRS 'EM UP.

WHEELING, W. Va., MARCH 30.—Prospects are growing brighter for the starting of the La Belle and Wheeling potteries, owned by the Riverside Potteries Co., and formerly operated under the name of the Wheeling Potteries Co.

The letter of Charles W. Franzheim printed in our last issue shed a new light on local pottery conditions, and a joint meeting of a committee representing the Wheeling board of trade and the bondholders of the two potteries was held a few days ago to discuss the matter.

The bondholders made a proposition to the board of trade committee which, while not acceptable to the latter body in its entirety, indicated a desire to have the properties now tied up operated.

The two committees are to meet again at an early date, and it is confidently expected that this conference will result in something definite being agreed upon which will mean the reopening of avenues for work for a great number of Wheeling's unemployed skilled mechanics.

The Homewood (W. Va.) Pottery Co. has made an offer for the plants, but it is said that a gap of \$25,000 is between the two interests. Further efforts will be made, however, to get together on a common basis.

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. Upon his return from an extended trip, E. P. Ebberts, secretary-treasurer of the Phoenix Glass Co., said that the business outlook in the West was very encouraging, and that the year promises much for the glass trade in general. In the Northwest, and especially in and about Seattle, Mr. Ebberts found any amount of new building in progress, and from the viewpoint of the manufacturer of lighting goods this means much. In all the large cities visited by Mr. Ebberts close investigation of conditions disclosed the most promising future.

An increase in the prices of common tumblers and tin-top jellies is probable at an early date. As the manufacturers have not been selling these at a profit of late, the announcement will cause no surprise.

W. F. Jones, from the Northwest, W. J. Dillon and W. I. Campbell from the Southwest, salesmen for the United States Glass Co., have returned to the home office for a few weeks. In both sections of the country these salesmen report business conditions on the upward trend and that the demand for immediate shipments is urgent.

Daniel Taylor, president of the Pittsburgh Lamp, Brass and Glass Co., who in company with Mrs. Taylor has been spending a season at Atlantic City, has returned home much improved in health.

There is a growing demand for soda fountain goods just now. All factories manufacturing these lines are busy, and the jobbers want their orders filled as early as possible. The few warm days of the past week have done much to hustle matters.

The Economy Tumbler Co. and the H. Northwood Glass Co. are the first two glass concerns to take space in the new twenty-eight-story Henry W. Oliver building. The office is in charge of Thomas R. Crock, who has the lines in suite 837.

A new glass factory is likely to be erected in Eastern Ohio during the coming summer. It is reported upon excellent authority that several well-

known Pittsburgh glass men are about to form a company and will build the plant somewhere in the pottery district. The object of this move is to be in a position to make bulk shipments in connection with pottery, or to load half a car with glass and the balance with pottery.

President Rowe, of the glass workers' union, and Secretary John Kunzler, of the Glass Association, will have a conference within a few days for the purpose of setting a date for a general conference of both manufacturers and workers' committees in April, when the time of the summer stop will be decided upon and the making price for several new items will be finally disposed of.

Light cut and etched goods are in greater demand than ever. Salesmen handling these lines in the Pittsburgh territory say that sales are larger than for years. On etched goods the demand exceeds that of last fall.

It is probable that the plant of the Riverside Glass Co., at Wellsburg, W. Va., which is in charge of a committee of trustees representing the bondholders of the National Glass Co., will be sold at an early date. The property is claimed to be worth \$150,000, and the Board of Trade at Wellsburg seeks it for a nut, lock and bolt company which has recently been formed by West Virginia interests with a capital of \$5,000,000.

The Pittsburgh Lamp, Brass and Glass Co. has declared the regular quarterly dividend of $1\frac{3}{4}$ per cent on the preferred stock, payable April 1.

The several new patterns brought out in January by the Tarentum Glass Co. are having excellent success, and the plant is running full time. S. Q. Hamilton, who has been at the home office for a brief season, has left for the West.



Sales of Radium glass with the **Millersburg, O.** Millersburg Glass Co. are increasing in such a manner that the fondest hopes of General Manager John W. Fenton have been exceeded. The sales department, which is

in charge of H. F. Weber, has been kept unusually busy since the January exhibit in Pittsburgh, where the new line was first shown. The new Radium berry sets and nappies are proving to be among the most popular of the items in the new lines.

TEXARKANA MAY GET GLASS FACTORY.

ANNOUNCEMENT is made by C. W. Smalley and Jas. Merry, representatives of the Imperial Glass Co., Pittsburgh, that they have taken an option on 40,000 acres of land in Miller county, a few miles south of Texarkana, Ark., and that probably the company will establish a \$100,000 branch plant there within the next few months. It has long been known that sand suitable for making glass is to be found in the vicinity in large quantities. Some time ago a sample was sent to the Imperial Glass Co., and their expert pronounced it excellent.

SEEK LOWER RATES FOR POTTERY.

IT is probable that the Trenton pottery industry will be greatly benefited by the adjustment of freight rates in accordance with the discussion at a meeting held in the Trenton House March 25 between representatives of the United States Potters' Association and the Advisory Committee of the railroads operating in the Eastern Federal District. Reclassification of pottery manufactures with a view to securing uniform transportation rates was thoroughly discussed.

The potters contend that discriminations seriously hurt American manufacturers in the competition with foreign manufacturers. The chief disadvantage to Trenton manufacturers is that foreign ware is transported to the West over a route from Newport News, Va., that has been established as a long-haul route for which the Inter-State Commerce Commission has fixed special rates. The local manufacturers will endeavor to have the commission fix another long-haul route that will touch Trenton.

At the meeting it was brought out that it costs only eight cents to transport a hundred pounds of pottery from Liverpool, England, while it costs nine cents a hundred pounds from Trenton to Philadelphia. It was shown that a reclassification of pottery products would be of great advantage to the Trenton shippers.

The low freight rate on the long haul from Newport News is due to the fact that the railroads of the Mississippi valley run about parallel to the river, and the Inter-State Commerce Commission has fixed these rates to meet competition in water transportation.

The pottery manufacturers were represented at the conference by William Burgess, vice president of the United States Potters' Association; John A. Campbell, general manager of the Trenton Potteries Co.; Charles Howell Cook, president of the Cook Pottery Co.; John M. Pope, secretary and general manager of the Mercer Pottery Co.; and Moses Callear, of the Maddock Pottery Co.

AT PITTSBURGH.

LAST week A. Herr went on from Philadelphia and assumed charge of the Bawo & Dotter exhibit at the Hotel Anderson. He is being assisted by Fred Zollig. The housefurnishing line of this firm is being shown by Eddie Bawo, while the doll line is in charge of Joseph Schwartz. The exhibit this house is making in Pittsburgh this season is the largest in years, five rooms in the Anderson being occupied.

* *

Jack Hines, with the Blakeman & Henderson lines, was registered at the Colonial-Annex.

* *

Charles Ellis, with the George H. Bowman Co., Cleveland, is due to open his spring exhibit at the Colonial.

* *

Eddie Ledger, with the W. S. Pitcairn lines, was registered at the Henry.

* *

Brush & Brickell, 6108 Penn avenue, will move to a new store at 125 South Highland avenue April 25.

* *

By the will of the late Abraham Lippman, of Pittsburgh, a stock holder of the Homer Laughlin China Co., at Newell, W. Va., Marcus Aaron and Abraham and Marcus Rauh, also of Pittsburgh, and also stock-

F. W. JENKINS & Co.,

42 PARK PLACE, NEW YORK.

AVENIR LIMOGES CHINA.

Its originality attested by the hosts of imitations.

ROYAL CROWN DERBY,

ENGLISH CHINA,

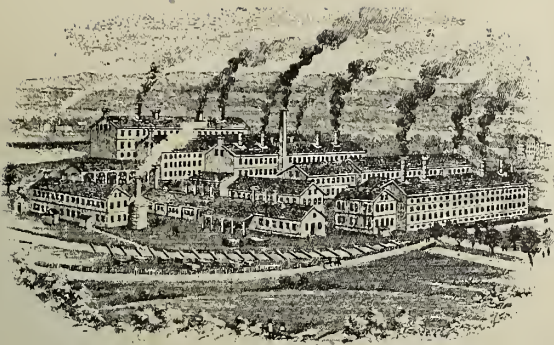
The recognized standard of pottery excellence.

BING & GRONDAHL'S

COPENHAGEN CHINA,

By Royal Warrant china manufacturers
to
H. M. Queen Alexandra of England.

F. W. JENKINS & Co., 42 PARK PLACE.



BASSETT CHINA FACTORY.

AGENTS FOR
BURGESS & LEIGH }
PEARL POTTERY CO } ENGLAND.
JAMES KENT. "

BASSETT CHINA AUSTRIA.

A. & D. CHINA FRANCE.
J. B. TOUZE & CO. "

GEO. F. BASSETT & CO.

IMPORTERS OF

DINNER WARE,

52 & 54 Park Place.

New York. March 31, 1910

Dear Sir:

Our Teddy over in Egypt stirred things up so that he almost made the Sphinx talk. He told those Egyptians how they ought to run a Government. Most of them liked the way he talked, but some didn't, and the latter got up in front of his hotel and made music. Teddy makes music wherever he is.

He is coming home, and even Taft got busy. He closed up all those maximum and minimum tariff contracts with other nations lively. If he had not done it Teddy would have soon been on deck, and the chances are he would have made some remarks about it.

They don't want Teddy to do too much talking about these matters, because if he did the people would see that they are paying too much money in the way of tariff to the Government on their Bassett China and the English Stock Patterns that come from THE DINNERWARE HOUSE OF AMERICA.

Very truly yours,

UNITED STATES AGENTS

for

Burgess & Leigh }
Pearl Pottery Co } ENGLAND
James Kent }

BASSETT CHINA } AUSTRIA

A & D CHINA } Limoges,
J. B. Touze & Co } France.

G. F. Bassett & Co.

holders in the Laughlin Co., were each bequeathed \$25,000. The residue of the estate goes to Mr. Marcus Rauh. During the time of the funeral of Mr. Lippman, March 23, operations at the plants of the Laughlin Co. were suspended for an hour.

Joseph Wilson, representing the Steubenville Pottery Co., maintained an exhibit during the past week at the Seventh Avenue Hotel.

NATIONAL TARIFF COMMISSION ASSOCIATION.

THIS Association is the outcome of the National Tariff Commission Convention held at Indianapolis in February, 1909. It does not concern itself with tariff schedules, with tariff policies, or with party politics; its sole aim is to ensure the continuance of the present tariff board and its work, and to promote the broadening of that work until it shall cover fully the functions commonly referred to as those of a tariff commission.

The Merchants' Association of New York, since 1908, has steadily and consistently advocated the creation of a permanent, non-partisan tariff commission. It was represented by a strong delegation at the Indianapolis Convention, where its president was tendered the chairmanship of the permanent committee there formed, from which has been developed the National Tariff Commission Association. He felt constrained, because of the other claims upon his time, to decline the honor, but subsequently consented to serve as treasurer of the organization and as a member of its executive committee, which he is now doing. No national movement with which The Merchants' Association of New York has been identified is of greater importance than this, or better merits the interest and support of its membership.

The tariff board, created under a section of the Payne tariff bill, is largely due to the influence of the Indianapolis Convention and the work of the Association there initiated. Thus far the work of the tariff board has been devoted almost exclusively to assisting and advising the President in regard to matters arising under the maximum and minimum provisions of the present tariff law, but, having completed this work for the present, the board is now actively engaged in organizing its staff and methods for the larger and far more important purpose of conducting a scientific and impartial investigation of tariff facts, including the difference in cost of production at home and abroad, for the guidance of the President in making recommendations to Congress, and for such use by the latter in framing future tariff legislation as it may deem expedient. For this purpose the President has asked Congress to make an appropriation of \$250,000 to cover the expenses of the tariff board during the next fiscal year. Investigation has shown that this amount can judiciously and effectively be utilized, and that it will be sufficient for the work which can wisely be undertaken during next year. All who are

THE CRITERION.

There is always one by which the others are judged.

Phoenix Quality Lamps, Domes, Globes and all kinds of Gas and Electric Glassware have been in the lead for over thirty years.

There are reasons that are reasons.

Learn by sending for new inverted gas globe catalogue. Your gain commences then.

THE PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street. PITTSBURGH: 2d Nat. Bank Bldg. CHICAGO: Heyworth Bldg.

A. GREDELUE, Baccarat Glassware

Table Glassware, plain, etched and engraved; Toilet Ware, plain, cut and gilt; Goods for mounting and silver deposit; Special lines for Perfumers; Deep and Light Rock Crystal, Colonial Cuttings, Gold Decorations, Blanks.

Electroliers, Electric Portables, Brackets and Ceiling Lights. High Grade Fancy Goods in Glass, and Metal and Glass Combinations.

A. GREDELUE,

43 to 51 West Fourth Street, New York.
Corner Washington Square.

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.



La Porcelaine Theodore Haviland

Limoges. **FRANCE**

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

in sympathy with this movement should do what may be in their power to influence their Senators and Representatives in Congress to favor and vote for this appropriation.

The National Tariff Commission Association includes in its membership some fifty commercial and industrial organizations, to which accessions are constantly being received, representative of all sections and all interests. The movement is national, and entirely non-partisan. It embodies simply a business proposition. The tariff yields one-half of our national revenue, and should be put on a business basis. To do this intelligently Congress must have such information concerning the essential facts as a business man needs (and usually has) when dealing with important business problems. For this purpose the information must be accurate, complete, and impartial. To gather, tabulate and report it is the work to be done by the tariff board. Congress has never had such information to guide it in framing tariff bills.

Every member of The Merchants' Association is interested, directly or indirectly, in this movement for tariff reform, through the creation of a tariff board or commission competent to gather and report the facts necessary as a basis for intelligent tariff legislation, and its members are urged to give the movement support in any and all ways which may be open to them.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced traveling salesman in china, crockery and glass for nearby territory to sell to a well-established trade. GEORGE H. WHELOCK & Co., South Bend, Indiana.

SITUATIONS WANTED.

WELL-KNOWN English pottery designer, now in this country, is open to talk to live manufacturer. Printed underglaze, decalcomanie tableware, specialties, art wares, new glazed effects, tiles, architectural pottery, exhibition pieces. Address Box 713, this office.

SALESMAN, young, hustler, well acquainted with Philadelphia, Baltimore, Washington, Boston and New York State department store and premium trade, desires to connect with good house. Address Box 715, this office.

BUSINESS OPPORTUNITIES.

AGENTS covering Wisconsin, Illinois and West Virginia, and all States west of the Mississippi, in a position to carry a side line, will find it to their advantage to write Box 711, this office.

WANTED—Local representatives, or manufacturers' agents, in every large city in the United States, to handle a line of hanging fixtures and electroliers. References required. Address Box 712, this office.

FOR SALE.

COMPLETE fixtures of cut glass room (tables, brackets, etc.) Will sell cheap. Now in New York District. Address Box 714, this office.

A SELLING TALK.

To rightly sell *Modern Stained Glass* you should make a showing of it by itself.

You know that in the midst of a coal pile the brilliancy of a diamond would be lost. All that could be seen would be a faint glitter. It would be spoiled by unsympathetic environment. But place a diamond by itself, or group it in harmonious surroundings, and it immediately shows its value and difference. Its splendid lustre and brilliancy appear in their true light.

So it is with *Modern Stained Glass*.

Place it with the garish, loud-colored art glass, and it is lost.

But make a show of it alone. Buy a sufficient number of samples to make a display, and their impressive appearance will surprise you.

Let us suggest to you what we have successfully sold. Then use your own judgment in selecting.

We are very well satisfied that you will find our statements have not been made in vain.

EDWARD O. COLES.
General Sales Agent.



No. 5021.

Spread, 23 in.

Cluster, 3-light

Length, 26 in.

Colorings:
Light orange
and peacock-
purple tulips.
Shaded green
leaves on
white ground.

THE TULIP.

J. MORGAN & SONS,

61 East Ninth Street, (near Broadway) New York City.



NEW YORK, APRIL 7, 1910.

THE CONDITION OF BUSINESS.



Wareroom trade in New York continues to be very dull. The mail orders, however, are good, and the men on the road are getting fair business. A little disappointment is expressed that trade has not improved as much as was expected. Up to the twenty-second of February business was booming in New York, but with the holiday came a falling off. Besides, Easter came very early this year, and, as usual, there was very little crockery and glass sold at the time. But that was expected. It has always been so; probably always will be. But with the beginning of the month it was right to suppose that business would revive. Up to this writing it has not improved to the extent looked for. However, the import season is not over, by any means. While it is true that the majority of the large buyers who come to New York have been and gone, there are many who have not yet made their appearance.

Decorated lamps have a slow call, but there is beginning to be a better demand for metal goods, particularly portables.

German fancy goods are sluggish; but dinnerware is active.

The demand for French china is beginning to be better now that the tariff agitation is settled, and a good trade is looked for. The early orders were excellent. Then came a lull, and, while there was

not so much business as was expected during March, the outlook now is much improved.

Importers of high-grade English earthenware have done about as much as they did last year. The cheaper grades have not gone so well. The demand for high-class English china is all that could be expected. In fact, the principal factories are well filled with orders.

Reports on domestic pottery are conflicting. Some houses are doing well; others only fairly so. As a whole, however, the business done is far ahead of last year.

In the glass lines low prices have hurt business. While there is an excellent demand in some directions, there has been a falling off in others. The cut glass trade in particular has been overdone.

Never in the history of the toy business has there been such a demand. Already some of the foreign factories are so filled with orders that they can book no more.

While retail trade throughout the country is fully up to normal, in New York the department store men are going very slowly. Many who should have placed their orders for import have not yet made their appearance in the warerooms.

There are yet two months in which good business

may be expected. And even during the usual summer quietude the hustlers are going to get orders.

All the manufacturers report a great **Trenton.** rush of orders during the past week, with a decided increase in the demand for decorated goods. Many of the buyers requested immediate deliveries, in which respect they will be accommodated, for the local plants were enabled during the past few weeks to accumulate considerable stock. Business from salesmen on the road continues good, and the manufacturers as a whole are well pleased with the present conditions.

Although the strike of the bisque **East Liverpool and vicinity.** warehouse girls caused the manufacturing potters no small inconvenience during the past ten days, the manufacturers were able to keep up with shipments. Had the strike continued throughout the present week there would have been a great shortage of ware, for all stocks would have been worked up.

The glass factories here are **Follansbee, W. Va.** doing well, and orders are good for all lines. Future business is piling up, and indications point to continued operations until the end of the "fire."

Business with many of the glass **Pittsburgh and vicinity.** manufacturers here is spasmodic. One day orders are excellent, and the next there is nothing doing. No specific causes are assigned for this condition. Blown goods are in demand, and the factories are behind in orders. Tank factories are also busy. The demand for high-grade pot lines is said to be a little backward.

GIRLS RETURN TO WORK.

FOUR hundred warehouse girls, stampers, dipping-house employes and brushers, who had been on strike at East Liverpool for nine days, returned to work April 2, their committee having voted favorably on a proposition from the manufacturers that the girls resume work until April 10, by which time it is believed a permanent settlement of their differences will have been reached. During this interval stampers and dipping-house employes will receive the advance of from 96c to \$1.10, brushers \$1.05, and drawing girls \$1 per kiln per day. Wherever it has been customary the lunch hour will be retained. All striking girls will be reinstated, and girls previously drawing higher wages will suffer no reduction.

The manufacturers' committee was composed of W. E. Wells, W. L. Smith, Geo. C. Thompson, Col. John N. Taylor, T. N. McNicol and N. H. Harker. The strikers' committee consisted of Mrs. R. Parker, Eva Piles, Dorcas Haddox, Emma Neal, Mollie Orr and Daisy Lemon.

The Ladies' Independent Order of Pottery Workers of East Liverpool and Vicinity was organized by the strikers immediately after the decision. The two hundred members elected the following officers: Chairman, Mrs. D. Orr; secretary, Miss D. Brownley; financial secretary, Mrs. M. Close; treasurer, Mrs. M. Woolmaker; executive committee, Mrs. E. Neal, Miss M. Tucker and Mrs. M. Keenan.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J L Kesner, with Siegel, Cooper Co, t, Chicago. Sixth ave. and 18th street.
- A J Lilburn, with Olds, Wortman & King, t, Portland, Ore. 438 Broadway.
- Miss E Ledger, with H S Barney Co, hf, t, s, Schenectady. 75 Spring.
- S A Knill, with Denver (Col) Dry Goods Co, hf, t. 30 East 20th.
- A S Osborn, with W H Frear & Co, hf, Troy. York.
- C A Heckert, with G Peck Dry Goods Co, hf, Kansas City, Mo. 2 Walker.
- I Rothstein, with Kaufmann Bros, c, t, Pittsburgh. 648 Broadway.
- A J Kline and R J Calm, with Dives, Pomeroy & Stewart, hf, Harrisburg and Reading. 2 Walker.
- D Rothschild, of Rothschild Bros, c, g. Ithaca. Victoria.
- S P Megaham, with W H Keech Co, c, g, Pittsburgh.
- C A Bayless, with Hochschild, Kohn & Co, hf, t, Baltimore. 31 Union Square.
- C Smith, of T Smith Dry Goods Co, hf, t, c, Boston. 129 West 27th.
- A Kallman, with England Bros, hf, t, Pittsfield. 75 Spring.
- H F Jantzen, of Vollmer, Jantzen Co, c, Los Angeles.
- J C Mizer, with B H Gladding Co, c, Providence. Park Avenue.
- E Alkemeyer, of E Alkemeyer & Co, l, Galveston.
- C M Igel, with Kaufman Bros, hf, Pittsburgh. 648 Broadway.

NOE—MADDOCKS.

WEDNESDAY last Chas. Eugene Noe, son of Wm. R. Noe and a member of the firm of Wm. R. Noe & Sons, New York, was married at Boothbay Harbor, Me., to Miss Helen Francis Maddocks, of that place. The young man's father, and his brother, Wm. R., Jr., who returned last week from a European trip, were present at the wedding.

A WORDLESS MESSAGE.

THREE gentlemen making a tour of the "Golden West" recently sent to A. H. Patterson, of the Phoenix Glass Co., what at first sight appeared to be a bunch of California mushrooms. Closer inspection, however, revealed the names "Pommery," "White Seal" and "Moët & Chandon" stamped upon them.



Symbolically the message reads: "We send you a 'full' report of the 'corking' time we had at Los Angeles, Cal. That all of us were 'filled' with the best of 'spirits' is proved by the brands stamped on the corks. And the band played—well, anything."

TRADE FABLE No. 3.

BY THE MAN ON THE STREET.

THERE was once an extremely Learned Individual answering to the name of Horace, who, upon leaving College and finding the World coldly indifferent to high and ethereal ideas, condescended to Accept a Position as a salesman for a retail crockery and glass house.

Now, this over-educated, unworldly youth was the possessor of a well-developed series of Nerve Cells, and where the the bravest and nerviest would turn tail he blithely pranced in, much to the Amazement, and sometimes Disgust, of his fellow Salesmen.

This Intellectual Phenomenon had the bad habit of putting a quick Kibosh on countless sales by injudiciously correcting the Ungrammatical Conversation of several of the firm's Best Customers who were Rich and Careless.

After a time the Boss began to hear Unfavorable Reports, and finally, when a Retired Brewer's wife had been treated to an impromptu sermon on the use of the word "ain't," and her Husband, literally frothing at the mouth, had a ten-minute conference with the Brainy One's boss which left the latter gentleman a mere Wilted Thing, the climax arrived.

The Boss, after a few long pulls at a silver flask from his rear pocket, carried for emergency cases, demanded the presence of our Overeducated Friend, and thus spoke:

"Since your annexation this shack has shown unmistakable ear-marks of rapidly going to the everlasting bow-wows. As far as your General Character is concerned, you are certainly the one, original Angel-Faced Kid. You have been Punctual, Persistent and Honest. On the other hand, you possess that rare and hardly enviable quality of being too darned well schooled for the Common Masses. Adrift in an open boat with a College Professor, an Astrological Shark and a Botanical Idiot you would bring the house down; but as far as meeting the General Public is concerned, you're a Disgraceful Fizzle. Take my advice, Young Man, and start a correspondence school in Correct Articulation, or become a Motorinan in Boston."

When last heard of, Horace was working as a Clerk in a dusty book-shop run by a Fanatical Genius whose mind had become unbalanced because of the rejection of a play he had written.

Moral: Education is a Side Line—if you can Deliver the Goods.

WHEN SHALL IT BE?

IN the golf tournament of last summer there was a tie between J. D. Dithridge and Eugene H. Peck. Now that favorable weather has come and the links are in good condition it is time the little affair was settled. It would be a good plan to organize a party of those interested in the royal game and make a little holiday of the contest.

AT PITTSBURGH.

THE Kinney & Levan display in the Century building continues to attract buyers, as the lines in charge of Mr. Lang are always being augmented with new creations.

A. Herr, in charge of the Bawo & Dotter display at the Anderson, has been coming to the district longer than any other salesman connected with the china and glass trade. His exhibit is very popular with buyers.

Charles Ellis was at the Colonial-Annex with an import line of the George H. Bowman Co., Cleveland.

H. H. Thomas, representing A. L. Tuska, New York, was at the Colonial.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 7, 1910.

THE LOW PRICE OF GLASS.

THE ordinary pressed glass of commerce is being sold at ruinous prices. At the beginning of the season new goods were priced at living profits; but there was plenty of stock left over from last year, and buyers took a lot of it at cut rates. Now some of the lines are being sold at lower figures than the January quotations.

As usual, as soon as manufacturers cut rates business falls off. People will not buy on a falling market.

Another big detriment is the endeavor of a syndicate of retail buyers to get an extra discount. Last year this syndicate formed a wholesale department. They bought as wholesalers, and then distributed to their retail stores. This gave them an undue advantage over the regular trade. It looked good to some manufacturers at the start, but the fact that the syndicate retailers were able to and did cut prices had a bad effect. Furthermore, it is believed that the buyers had a rake-off, though they strenuously deny it. At all events, the market was hurt.

Manufacturers are at their wits' end to know what to do. Those who are cutting are not satisfied with conditions because they cannot make money. They each claim that they cut because the "other fellow" does so. When there was an association prices were maintained for a long time, and money was made in the glass business. Then the "outside" factories began a warfare, and instead of letting

them fill their order books at the low prices—which in time would have closed them up—some of the association members met these figures, and the standard list went to pieces.

As matters now stand, it will be simply a survival of the fittest, or a question of how long the capital invested will stand the drain. It is true that some manufacturers with a wide variety of product can afford to make and sell a few articles at a loss, drawing on the profits of others to carry the plant. But not for long, as the inevitable consequence would be a loading up on the cheap items beyond their capacity. The situation is very much mixed.

PERSONAL.

AMONG the prominent buyers in town is Miss M. A. Kelly, with the MacDougall & Southwick Co., Seattle. She will be here until the middle of the month. Miss Kelly has had a varied experience, and thoroughly understands her business. Starting at Denver, she went to San Francisco, and was sent to Honolulu by the Dohrmann Commercial Co. for three months, and stayed fourteen. On her way back via Vancouver she stopped off at Seattle, and was so pleased with the place that she determined to remain there—much to the gratification of her present firm.



E. H. Peck, New York manager of the Phoenix Glass Co., is back at headquarters again after an extended Western trip.



Homer F. Hunt, with C. E. Wheelock & Co., Peoria, was among our office callers this week. Mr. Hunt makes a specialty of the souvenir goods of his house, and is meeting with great success in placing them in the Eastern part of the country.



Tobe Blumenthal returned on Tuesday from the west coast of South America, where he has been canvassing in the interest of the United States Glass Co. His experiences were not of a uniformly joyful kind. He left here in December, 1908, and at his first stopping place an abscess developed which required him to go to Panama for an operation. While there he contracted Chagres fever, and was so ill that he had to be taken to his home in Mexico City. He returned his letter of credit to Pittsburgh, thinking he would be unable to resume the journey, but recovered and started again. The company sent him another letter of credit, but the steamer which carried it went to the bottom, and he was left in a strange land without money. The house cabled him funds, and shortly afterwards the mail was recovered from the sunken

vessel. Then he had more money than he needed. The tide of misfortune had evidently turned, and with renewed vim he went to work and made a great success of introducing American glass in a region to which it had hitherto been unknown.



The grippe has had a big grip on many members of the crockery and glass trade. The latest victims have been J. D. Dithridge and L. D. Hatton, both of whom returned to their respective offices after a week of severe illness.



W. P. Graham, of Graham & Zenger, started on a long Western tour Monday morning with lines of Theresienthal glass.



Geo. S. Holloway, who has been buying crockery and glass for Joel Gutman & Co., Baltimore, resigned March 31 to become a manufacturers' agent for house-furnishing goods, covering Baltimore, Washington, Philadelphia and adjacent territory. Mr. Holloway has been a buyer for twenty-six years, twenty-two of which were in department stores.



G. F. Young, of the Roseville Pottery Co., was in town this week, and left on Thursday night for Boston. He will stop in New York again for a day or two on his way home.



Although he has only just shaken the dust of New York from his heels, J. H. Venon is beginning to shoot in some good orders to the New York headquarters.



E. D. Terry, the star lamp man of the Phoenix Glass Co., left New York Monday with an order book especially reserved for New York and Pennsylvania buyers. He will be back in two weeks.



A. W. Smith, who was temporarily selling for L. Hutson, of the Kohlus Cut Glass Co., has taken a position in another field.



Louis Klayf, china buyer for Bloomingdale Bros., and Miss Roth, the toy purchaser, are expected to arrive from Europe on the Oceanic next week.



F. Daudt, of the Daudt Glass and Crockery Co., Toledo, O., returned home Monday night after several days of buying in the District.



Henry Siegel succeeds Geo. S. Holloway as buyer for Joel Gutman & Co., Baltimore. Mr. Siegel has been fourteen years with the house, the last four having had charge of the housefurnishing

department. He will now buy crockery and glass as well.



Bert Lazure, superintendent of the Gas City, Ind., plant of the United States Glass Co., is the proud father of a young daughter.



H. F. Jantzen, of the Vollmer, Jantzen Co., Los Angeles, Cal., arrived early this week on his regular buying trip, and started immediately to go through the District. Mr. Jantzen is one of the extremely-popular and well-liked order-placers.



Victor Levoyer is now covering Milwaukee, Toledo and Detroit for A. Gredelue, and is booking plenty of good orders.



A. Hall, buyer for Hochschild, Kohn & Co., Baltimore, has resigned, and has been succeeded by Mr. Waldorf.



Edward Butler, the New York importer, sailed on the Laurentic last Saturday for his annual visit to his English factories.



Roy Brierly, of Frank F. Brierly & Sons, Beaver Falls, Pa., arrived in the District Wednesday. He is buying toys and hardware. Headquarters at the Imperial.



B. H. Seixas has resigned as china buyer for Maxwell & Co., Brooklyn. Mr. Biuckbauer, one of the firm, is doing the buying at present.



Jas. P. Gordon, New York representative of Jones, McDuffee & Stratton, leaves next week on a round of his old customers in Baltimore, Washintgon, and Pennsylvania towns.



W. E. Knowles is showing the J. Pouyat Co. samples at the Sinton Hotel, Cincinnati, this week.



G. H. Miller is at the Brevoort, Chicago, for Fensterer & Ruhe this week. E. Eckert, with the same firm, left Saturday for a New England canvass with china and glass, and Julius Bieber is making the same territory with lighting glassware.



W. M. Oddie, housefurnishings buyer for the Geo. H. Bowman Co., is scheduled to sail for New York April 7.



Andrew Irons returned to New York the fore part of the week from an extended trip through New York State with the cut glass line of J. Hoare & Co.

He leaves again Saturday for a New England trip. Mr. Irons is associated with his father, Joseph Irons, who was recently appointed New York representative for the company.



M. Herbert, the cut glass agent, departed Wednesday on a flying trip to the factory at Wheeling, W. Va. He is expected to return Saturday.



Chas. Weiss is holding forth in Minneapolis this week for Wm. Guerin & Co.



C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., is in New York this week on special business.



A. R. Marryatt, the New York cut glass agent, will return Saturday from a week's trip to outside points.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 5, 1910.

ANTWERP

15 packages toys..... Strobel & Wilken Co
8 " earthenware

BREMEN

5 packages glassware.... L Straus & Sons
5 " " Eimer & Amend
9 " " Samstag & Hilder Bros
2 " " Knauth, Nachod & Kuhne
74 " " Miscellaneous Orders
1 " earthenware Geo Borgfeldt & Co
44 " " Karl Hutter
23 " " Knauth, Nachod & Kuhne
32 " " Strobel & Wilken Co
21 " " Miscellaneous Orders
5 " chinaware C E Wheelock & Co
3 " toys F A O Schwartz
3 " " L H Mace & Co
65 " " F W Woolworth
1 " " Bawo & Dotter
87 " " Geo Borgfeldt & Co
80 " " Strobel & Wilken Co
42 " " Miscellaneous Orders

BORDEAUX

54 packages chinaware..... Wm Guerin & Co
10 " " C L Dwenger
4 " " L D Bloch & Co
3 " " A G Moment
1 " " Geo Borgfeldt & Co

SOUTHAMPTON

44 packages chinaware..... Endemann & Churchill
4 " " Ceramic Importing Co
8 " " Bawo & Dotter
38 " " Miscellaneous Orders

COPENHAGEN

11 packages glassware..... Fensterer & Ruhe
8 " " Miscellaneous Orders
2 " toys.. ... Geo Borgfeldt & Co

LONDON

28 packages toys... .. Strobel & Wilken Co

HAMBURG

58 packages glassware Fensterer & Ruhe
20 " " N Wapler
94 " " F Euler & Co
6 " " F Bing & Co
14 " " W R Noe & Sons
3 " " J H Venon
82 " " Eimer & Amend
1 " " Knauth, Nachod & Kuhne
121 " " Geo Borgfeldt & Co
10 " " Kmy-Scheerer Co
11 " " Lazarus, Rosenfeld & Lehman
15 " " Samstag & Hilder Bros
29 " " L Straus & Sons
11 " " J Wygand & Co
12 " " Strobel & Wilken Co
644 " " Miscellaneous Orders
132 " chinaware..... Bawo & Dotter
38 " " C E Wheelock & Co
1 " earthenware..... H Kupper
1 " " O Goetz
11 " " E R Theiler
7 " " J Palme
21 " " Koscherak Bros
58 " " Geo Borgfeldt & Co
52 " " L Straus & Sons
2 " " Lazarus, Rosenfeld & Lehman
6 " " F Bing & Co
8 " " L D Bloch & Co
1 " " B Ilfelder & Co
20 " " Strobel & Wilken Co
197 " " Miscellaneous Orders
74 " toys..... B Ilfelder
13 " " A Steinhardt & Bro
4 " " Knauth, Nachod & Kuhne
6 " " Samstag & Hilder Bros
36 " " Strobel & Wilken Co
129 " " Miscellaneous Orders
4 " harmonicas..... Strobel & Wilken Co

HAVRE

78 packages chinaware..... Theodore Haviland & Co
1 " " J Pouyat Co
1 " " Bawo & Dotter

LIVERPOOL

6 packages earthenware..... The Rowland & Marsellus Co
24 " " Maddock & Miller
8 " " George Hamilton
7 " " Fondeville & Van Iderstine
5 " " E Boote
5 " " Bawo & Dotter
11 " " O Goetz
11 " " Geo Borgfeldt & Co
8 " " Strobel & Wilken Co
26 " " Miscellaneous Orders
41 " chinaware..... C E Wheelock & Co
30 " toys..... Strobel & Wilken Co

ROTTERDAM

22 packages earthenware..... Geo Borgfeldt & Co
3 " " Bawo & Dotter
13 " " Knauth, Nachod & Kuhne
8 " " Lazarus, Rosenfeld & Lehman
17 " " Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LONDON

4 packages earthenware..... F H Griffin
4 " " Miscellaneous Orders

ROTTERDAM

1 package earthenware..... Stone & Downer Co

GENOA

13 packages earthenware..... Miscellaneous Orders

The New York Crockery and Glass District.

Herman C. Kupper has some specialties in Chas. Ahrenfeldt china that ought not to escape the attention of buyers. The line of open stock dinnerware in low-priced goods is very extensive, and takes in sprays, borders and clusters in great variety. In the finer grades there are many beautiful new designs this year, and, following the policy of the house, strictly original, too. In fact, this obtains throughout the entire line. The array of rich fancy plates is particularly attractive, comprising not only many decorations in beautiful colorings—some of them in Old French designs—but gold encrustations also. As is well known, this house is very particular in its selection of white ware, so that when the decorations are applied the goods are invariably right. A special feature is the sandwich plate and cup. The plate is shaped something like a painter's palette, with a place for a cup, and can be held in the left hand, leaving the right free. It really is a meritorious article, and should be more in use than it is.

New goods are being continually shown in the sample room of Cox & Lafferty. This week they received a line of cut stemware in an entirely new shape from the Seneca Glass Co. The goods are very attractive, and should take well with the trade. The Seneca Co. are making a very strong line of cut ware on blown glass. From the Imperial glass company come new samples of iridescent ware, mostly large pieces. The color is simply fine.

The Jefferson Glass Co. emphasize the selling qualities of Chippendale "Krys-Tol" in their advertisement this week by publishing a letter showing that one of their customers has used five cars of Chippendale since January 1, which they claim establishes a ninety days' record for high-grade table glassware. And Fred Skelton, in charge of the local salesrooms at 32 Park Place, says they are making new customers all the time.

The line of gas and electric fixtures at Edward Miller & Co.'s contains a lot of new designs. The electric portables especially are exciting interest on

account of their handsome appearance and reasonable prices. Gas portables are also shown, and afford a very good range of choice.

Several handsome maroon band treatments on Imperial Crown Austrian china are shown by Bawo & Dotter. The bands carry borders of asterisks, Grecian keys or filigree in gold, and encircle other borders of lace or filigree in gold only. The same decors are shown on other samples with a green band substituted for the maroon. The ware is sold from stock or on import.

A fine line of gold incrustations on dinnerware is shown by A. G. Moment, the New York agent for La Porcelaine Limousine. The decorations are varied with gold lace and filigree work, supported with solid green or maroon bands, or floral treatments. The heavy gold incrustations on the service plates are especially noteworthy. The ware indicates careful selection of the raw materials and high grade workmanship.

While bound to secrecy, a reporter of this paper cannot refrain from announcing that a certain old-established house in the trade was in receipt early this week of an order amounting to more than twenty thousand dollars. The JOURNAL man saw the order, too!

About six months ago A. Gredelue offered to the trade a new table glassware set called the "Nancy." From the beginning the demand for this glassware began to run far ahead of the most sanguine expectations, and Mr. Gredelue is now in constant receipt of orders. The ware is commendable for shape, quality and design, and its popularity is well deserved.

Vantine & Co. believe they are quoting the lowest prices in the trade on hammered brass goods. The articles shown are of every imaginable kind, and are fine values for the prices asked. In candlesticks and candelabra the range of choice is very wide. There is not a piece in the entire assortment that does

not appear salable. The firm also report a good run of business on the fine lines of Damascus, Persian and Egyptian ware.

This week the Plume & Atwood Co. are showing in their advertisement on another page one of their latest triumphs in lamp-making. The design speaks for itself. The workmanship is up to the P. & A. standard—which means a lot.

English earthenware and the name of Slimmon are almost synonymous. "There's a reason." No less than 180 different shapes and patterns in that country's dinnerware are exhibited by Robt. Slimmon & Co. These are drawn from several high grade factories, and afford a selection that is probably unsurpassed in this country. The superb shapes from J. H. Weatherby & Sons are decorated with underglaze prints and gilts in a choice variety of treatments. An elaborate enameled pattern is particularly appropriate for dinner and salad sets. From the same source comes an extensive line of toilet ware with decorations from the cheaper prints to the best enameled patterns. The big showing of this latter line, although eclipsed by the dinnerware display, is worthy of special attention.

While Stewart & Crocker are becoming generally known as headquarters for cut glass tumblers of every description, these articles by no means comprise their entire showing. On the contrary, an unusually large line of glass is on view, taking in almost everything from a pin-tray to giant punch bowls. The designs are well executed, deeply cut, and have that diamond sparkle found only in high grade glass.

Fine glassware is not the only Swedish product the quality of which J. H. Venon has been instrumental in advancing. The Royal Gustafsberg china, for which he is sole agent in North America, also owes its present standing, in large measure, to his efforts. Mr. Venon is an exacting critic in his business. He follows out his own ideas, and every sample displayed by him measures fully up to his standard in quality.

The hot weather of this week is beginning to affect the attire of members of the trade. It certainly looked like the "good old summer time" at the offices of some of the uptown people, where men had discarded coats and had handkerchiefs stuffed in their collars.

The Pheno reflectors made by the Phoenix Glass Co. are having a big run. They are made of a new special high grade marble-white glass, remarkable for its perfect diffusion and great reflecting power. The Pheno shade is designed especially for the tungsten

lamp. The various shapes and sizes are molded along strictly scientific lighting lines, which, happily, permit of very artistic shapes. The company's special illustrated catalogue D contains much interesting illuminating data about the Pheno reflectors.

Henry Ward Beecher once received on the first of April a sheet of paper upon which was written simply the words "April fool!" Telling the story from the pulpit, the preacher said: "I have have known men to write letters and forget to sign their names, but this is the first time one has signed his name and forgotten to write the letter." The epistolarian of the "Dinnerware House of America" this week evidently forgot to write the customary letter, for all that appears is the heading and the signature. It looks very funny.

The best selling designs in electric portables are those with floral decorations, and J. Morgan & Sons are displaying some very clever and artistic ones just from the factory. In their advertisement they are showing one of the latest, called "The Peon." In this the colorings are even better than any they have yet produced—which is significant to those who have seen the line. A clever booklet is now in process of preparation, and should be in the hands of everyone in the trade. Requests for it will have prompt attention as soon as it is off the press.

A high class line of Italian marble statuary was unpacked this week and placed on display at Koscherak Bros. The samples embrace beautiful female busts with fancy lace hats and elaborate coiffures, hand-chiseled from the solid marble. The features are admirable carved, and the details perfectly finished. The figures are shown in cream color also. Another consignment just unpacked is a line of quaint little bewhiskered terra-cotta gnomes in several laughing poses.

The new samples of the Art China Import Co.'s latest method of etching are attracting considerable attention. The line will be shown complete in about two weeks. It is claimed for the new etching process that more satisfactory results in every way are secured and the price lessened. To illustrate this, one of their many offers is a hundred-piece dinner set with a three-eighth inch etched border at \$75. A number of new, snappy designs are among the samples shown.

The "Dewdrop" reflex shade made its debut this week at the local office of the Consolidated Lamp and Glass Co., and swelled the already extensive line of inverted shades made by this concern. The new shade, which is shown in five styles, is utterly unlike anything heretofore seen in design, and bids fair to become one of their leaders. Some handsome em-

bossed effects in crystal etched shades have also been installed. The entire line is made up of popular-priced goods.

The Fostoria Glass Co. are displaying a line of glass banquet lamps in various designs, mostly colonial. The offerings are gauged to appeal to people fitting out country residences, etc., and are simple and consistent with the mountain and seaside environment of which they are to form a part.

The stein display of the Geo. H. Bowman Co. this season is a notable one. There are tall steins and short steins; fat steins and thin steins; with dec-

DOUBLED THEIR SAMPLE SPACE.

KINNEY & LEVAN, importers, Cleveland, O., who opened a permanent sample room in the Century Building, Seventh street, Pittsburgh, last July, with W. W. Lang in charge, have been compelled to double their space in order to give the Tri-State district buying public a more complete line of samples to select from. When the sample room was opened only the right half of the loft was used. The photograph here reproduced shows the display since the space was doubled. This room is nearly 100 feet long and thirty feet in width, and the exhibit of imported china, domestic pottery and glass is conceded



PITTSBURGH WAREROOM OF KINNEY & LEVAN.

orations in high relief and low relief, plain and in colors. The display well deserves the prominent position accorded it.

SHOT HIMSELF.

ON Monday afternoon Chas. Van Dyke Gulick, a merchant of Princeton, N. J., was found dead in his bed in the Trenton House, Trenton, N. J., having committed suicide by shooting himself with a revolver. Mr. Gulick made a specialty of college supplies, and bought a great many steins and souvenir goods in the metropolitan District. No reason is given for the act.

to be the most extensive and elaborate ever shown in the district.

RIVERSIDE PLANT BID IN.

WHEELING, W. VA., APRIL 6—At trustee's sale the Riverside sanitary plant of the Riverside Potteries Co., formerly a part and parcel of the Wheeling Potteries Co., was bid in Monday last by Nelson C. Hubbard and John Wright for \$80,415.91. This amount, which was turned over to Trustee Alfred Caldwell, will pay off all outstanding bonds and interest and the expenses of the sale.

With a capital stock of \$250,000 the Riverside

Sanitary Mfg. Co. has been formed and will take over the plant. The new concern is a reorganization of the company which has been operating the property."

The La Belle and Wheeling potteries are still held by the bondholders, but negotiations are pending to transfer them to other interests.

A MORIBUND ART.

THE art of conversation, though not, perhaps, dead in America, is not far from moribund. It is so because we have been too busy to cultivate it. The American is not a conversationalist. He is a talker. There is a difference.

Conversation carries with it an idea of giving the other man a chance to put in a word edgewise. Talk doesn't take the other man into consideration.

Dr. Samuel Johnson was a familiar exemplar of the art of conversation. He loved to hold the centre of the floor. He may have been a sort of conversational bully, but he was a great conversationalist for all that. With him conversation was genuinely an art. He had the happy faculty of giving to his off hand conversation among the wits of the "Cheshire Cheese" the brilliancy and finish of a labored literary composition. He was erudite, eloquent, dramatic. He loved to roll his sonorous phrases over his tongue. He took a true artist's delight in delighting others by his conversation.

Chesterfield recognized conversation as an art. He had great natural gifts, which he improved by assiduous cultivation. He made himself a polished conversationalist. Burke was a conversationalist by nature. He was Johnson's ideal of what a conversationalist should be.

"Burke," said Dr. Johnson, "does not talk from any desire of distinction, but because his mind is full. No man of sense could meet Burke by accident under a gateway to avoid a shower without being convinced that he was the first man in England."

Have we any Dr. Johnsons, Chesterfields, Burkes, in American public life to-day? No; nor in private life, either.

When the American has anything to say he says it straight from the shoulder. He doesn't care to say it engagingly or eloquently. His one purpose is to say it and get through with it—"to get it out of his system," as he himself might say.

He may pound his fist into the palm of his hand. He may hammer the table. He may talk loud enough to be heard in the next block. He may terrify a timid listener. He probably will use slang. He may use worse.

Does he wait to hear the other man's opinion? Not he. He usually doesn't care a continental what the other man's opinion is and doesn't want to hear it.

When he has "said his say" he considers the incident closed. There is about as much art in the way he says what he has to say as there is diplomacy in a blow on the jaw.

We are a hasty people. We are a busy people. We haven't much time for anything that has no value in dollars and cents. And conversation is not quoted in any market nor listed on any stock exchange.—*Chicago Inter-Ocean.*

CHANCES FOR AMERICAN EXPORTERS.

FIRMS desirous of building up a toy trade in Spain should make inquiries of the Bureau of Manufactures, Department of Commerce and Labor, Washington, referring to Foreign Trade Opportunities, File No. 4761.

From Buenos Ayres, Argentina, a catalogue has been forwarded by a department store which is a large buyer of American goods. Interested parties will be loaned the list for examination. Refer to File No. 4767.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Mar. 19 '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 19, '10	Correspond- ing period 1909
Boston	262	189	1765	1493
New York	219	105	1935	937
Baltimore	176	1	3327	3521
Philadelphia	52	303	1343	1307
New Orleans	24	105	360	435
Newport News . . . . .	....	86	55	376
San Francisco . . . . .	....	....	....	....
Portland (Me.)	43	396	696	1532
Galveston	12	....	162	161
Portland (Or.) . . . . .	....	....	....	....
Inland Points . . . . .	....	60	744	265
Total..	788	1245	10387	10017

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Mar. 19, '10	Correspond- ing period 1909	Exports Jan 1 to Mar. 19, '10	Correspond ing period 1909
New York	216	1804	1804	2586
Boston	221	183	1441	1402
Philadelphia	52	303	1205	1127
Baltimore	176	12	3380	3824
San Francisco . . . . .	....	....	....	....
New Orleans	24	105	239	392
Portland (Me.)	24	334	358	1154
Galveston	12	....	123	144
Newport News . . . . .	....	86	55	376
Portland (Or.) . . . . .	....	....	....	....
Inland Points . . . . .	....	59	736	457
Total	725	2886	9341	11462

Among the Potteries

East and West

East Liverpool and Vicinity. More pottery is being produced in this city now than at any time in its history. The thirty-odd plants are being worked to their capacity.

During the past four years thirty-two kilns have been added by the Homer Laughlin China Co., and these are being operated full time, together with thirty-two others. The thirty-one kilns of the Knowles, Taylor & Knowles Co. are also working steadily. The National China Co. will add six kilns to its capacity within a week. Indications are that every kiln producing white ware will be worked continuously throughout 1910.

* *

Although it may be considered a little early, the majority of the decorating shops have begun to get out samples of new things to be shown in June and July. Most of the dinner treatments will be of the conventional order, although some will have floral effects combined. It is possible that a new dinner shape will be shown by one local plant for the summer trade, but this has not been determined definitely.

* *

George W. Clark, of the Homer Laughlin China Co., who is touring the West in the interest of that company, plans to return home within two or three weeks, and will then give considerable attention to new features at Newell park, just west of the Laughlin plant at that place. The park is his great hobby.

* *

Clay shops have been started at the No. 2 plant of the National China Co. at Salineville, and it is expected that the first bisque kiln will be placed during the coming week. All business for this factory will be cared for through the general offices at the No. 1 plant in this city.

* *

Ambrose Cartwright, secretary of the Cartwright Bros. pottery, who has been confined to his home for several days on account of throat trouble, has greatly improved.

* *

Stocks of white ware throughout the district are short, generally speaking. For weeks the manufacturers in a number of instances have been working from the glost kilns through to the decorating depart-

ments, and from the kilns to the cars when only white ware is specified.

* *

Mr. Barron, of the Cleveland China and Glass Co., and several buyers from New York were visitors here during the past week, as were also H. O. Barker and John Sparks, of Charleston, W. Va.

* *

Joseph Davis, of the Smith-Phillips China Co., has returned from an Eastern trip. This pottery was not concerned in the least during the warehouse girls' strike. Full crews were worked steadily in all departments.

* *

At the recent meeting of the Western Standing Committee twelve new items were introduced for making-price settlement.

* *

The new lines of salads, cake sets, ice cream sets and berry sets recently placed on the market by the Cartwright Bros. Pottery Co. are having an exceptionally good run, the demand for all the items exceeding expectations. The ice cream sets are especially attractive.

✕

Harry S. Maddock, vice-president of the **Trenton.** Thomas Maddock's Sons Company, has tendered his resignation as a member of the Board of Police Commissioners to Mayor Madden. Mr. Maddock, who has been a member of this board for the past twelve years, finds that his business responsibilities have increased to such an extent owing to the death of his brother, A. M. Maddock, that he will be unable to give the necessary time to police matters.

* *

James Tams, president of the Greenwood Pottery Co., who has been confined to St. Francis Hospital since his return from Florida, several weeks ago, is rapidly regaining his strength, and was able during the past week to take short walks around the grounds of the institution.

* *

The New Jersey China Co., which took over the plant of the defunct Willets Mfg. Co. last November, is one of the busiest in the city, and is said to have enough business on hand to keep the place running

at full capacity for at least six months. Improvements are under way almost continually, and at present one of the decorating kilns is being rebuilt.

* *

Work has been begun on an addition to John Maddock & Sons pottery on Muirheid avenue in the shape of a workshop and kiln-shed, brick and steel construction, 62 x 34 feet, to cost \$11,500.

* *

Plant No. 3 of the Greenwood Pottery Co. has resumed operations after a temporary shut-down during which new machinery and a new engine were installed. With the opening up of this plant every pottery in the city is again working at its fullest capacity.

✱

An announcement that came as a surprise to his many friends throughout the pottery district was that of the marriage, at Morgantown, W. Va., Thursday, of President Harry W. Wintringer, of the Steubenville Pottery Co., and Miss Blanche Woods, a prominent social leader of Morgantown.

✱

Additions are being made to the plant of the Owen China Co. which will increase its capacity about one-third. A sixth kiln is being built, additional machinery installed in the clay departments, and the decorating department expanded.

STEEL TOYS.

STEEL is used nowadays not only in the frames of tall buildings, in railroad tracks, in bridges and such large ways, but also in the manufacture of toys. Many toys that once were made of wood, of cast iron, or of tin, are now made of steel.

Steel toys include, for example, toy carts and wagons stamped out of thin sheet steel. A toy steel dump cart, painted in bright colors and provided with a twisted wire handle, is made to retail for five cents. There are larger toy dump carts and four-wheeled toy wagons of various sizes and sorts, including ice wagons, mail wagons, express wagons, milk wagons, all decorated in colors, and some without and some with horses, and wagons and horses all of steel, these larger toys ranging up to a retail price of 25 cents.

Among the steel toys are toy safes in various styles and sizes and made in very safe-like appearance, and there are steel toy money banks of various designs and toy steel furniture and horns and flutes. In fact, steel toys are now made in large variety, not the least interesting thing among them being the steel toy drum, which is made not only with shell and hoops of steel, but with heads also of steel, painted to imitate sheepskin. There is an all-steel toy drum that is retailed for as little as 10 cents.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$173,692	\$198,624
Austria.....	60,126	54,382
France.....	85,215	107,465
Germany.....	180,139	224,738
Other Europe.....	6,856	15,816
Japan.....	39,375	62,753
Other Countries.....	4,758	6,867
Total.....	\$550,161	\$670,645

FOR SEVEN MONTHS ENDING JANUARY.

	1908	1909	1910
Great Britain...	\$1,980,053	\$1,815,358	\$1,608,317
Austria.....	679,948	619,265	570,310
France.....	1,500,757	923,902	1,101,861
Germany.....	3,817,659	2,391,130	2,628,837
Other Europe..	179,865	96,149	166,257
Japan.....	987,630	703,446	830,911
Other Countries	87,264	50,473	52,564
Total.....	\$9,232,676	\$6,099,723	\$6,954,057

TOYS

	1909	1910
France.....	\$ 3,368	\$ 10,119
Germany.....	165,304	268,864
Other Europe....	6,161	10,244
Other Countries	15,735	24,954
Total.....	\$190,568	\$309,181

FOR SEVEN MONTHS ENDING JANUARY.

	1908	1909	1910
France.....	\$ 138,061	\$ 69,518	\$ 111,812
Germany.....	5,224,897	3,207,977	4,389,427
Other Europe..	257,125	157,865	222,449
Other Countries	123,441	74,799	98,309
Total.....	\$5,743,527	\$3,510,159	\$4,821,997

GLASSWARE.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1909	1910	1908	1909	1910
\$219,689	\$282,874	\$2,380,793	\$1,519,143	\$2,003,268

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1909	1910	1908	1909	1910
\$83,244	\$78,909	\$487,414	\$384,038	\$456,912

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Plans are being prepared, a company is being formed, and Pittsburgh will shortly possess another glass factory.

While it is impossible at this time to give the names of those interested in the new proposition, assurance is positive that the purchase money will be paid over for properties within a few days. Experienced glass men are back of the movement.

It is currently reported that every tank glass factory in the country is doing a good business, and that their orders on file and unfilled are more extensive than during the same season last year. Syndicate buyers have bought liberally of the better grades of tank lines this year.

Checks calling for the payment of a one per cent quarterly dividend were mailed to the stockholders of the United States Glass Co. on Monday. As the stock is now selling at $47\frac{1}{2}$, the yield per annum is nearly $8\frac{1}{2}$ per cent. With improved business conditions throughout the year, it would be no surprise to see the dividend increased.

Those glass manufacturers who make a specialty of office lighting goods are doing a fine business this season. The Phoenix Glass Co. is experiencing an excellent run on its new electric shades, and many of the larger office buildings being completed throughout the country are to be furnished with the goods of this company.

The demand for cut glass portables is growing. Some of the larger dealers say that the call for this class of goods exceeds expectations. Sales of these lines in the Middle West are larger than in the East.

The following changes have been announced by the commercial department of the United States Glass Co.: Fred Renshaw and James K. Verner, formerly of the general offices, have been transferred to the Chicago office, which is in charge of W. B. Andrews. Both will work as salesmen. Blaine Walker, formerly connected with the Glassport plant, is now with the general office. Following the policy of the company, J. A. Hemple, the star presser at

Factory "E," has been taken from the plant and placed in the commercial department with a view to going on the road as a salesman. Many others holding responsible positions with the company started in the shops and have "made good" higher up. Mr. Hemple had arranged to get married, but did not think his promotion would come so soon. When he was called into the office and informed of the fact he decided that the time for the ceremony had arrived. So after the offices were closed for the afternoon on Saturday the knot was tied and he was back at his work on Monday.

The demand for blown stem ware is said to be the heaviest known in years. Many of these factories have more orders on their books than can be filled, and in some of the West Virginia plants business placed for immediate shipment in January is only just being delivered. Cut and etched lines are especially strong, although the plain goods are also moving fast.

The Pittsburgh parties who were looking at the site of the former Specialty glass plant at East Liverpool have given up the idea of investing there. Another location is now being sought.

Fearing that the prices on tumblers will advance during the month, many of the largest buyers are anticipating their wants and placing orders for immediate shipment.

Plans are being drawn for a new 30-ton continuous tank factory the United States Glass Co. proposes to build at Glassport. It will probably be ready for operations next fall.

An idea was advanced by a well-known Pittsburgh glass manufacturer during the past week that a fortune awaited the first person who started to make assortment packages of glass and pottery, for there was a strong tendency towards this proposition among thousands of smaller buyers. He also pointed out that if a glass plant were established in a district close to a pottery such assortments could be readily assembled, and enough business would be easily ob-

tained to keep both the glass and pottery plants in steady operation.

Harry Duncan, of the Duncan & Miller Co., Washington, Pa., was spending a few days in the district during the past week.



About fifty new items in cut glass
Rochester, Pa. are to be shown this spring by the
H. C. Fry Glass Co. Many patterns are entirely different from anything heretofore shown by this company.



B. W. Jacobs, of the Jefferson
Follansbee, W. Va. Glass Co., is more than pleased with the volume of business the company is now booking. The demand now is greater than ever—thanks to the wideawake advertising policy of the concern. Translucent window and door signs in three colors, calling attention to the Chippendale colonial lines, are now being sent out to dealers.

AMERICAN POTTERY IN FAVOR.

POTTERY reports gleaned from the ceramic world in general indicate that American potteries are now doing better than usual, says the East Liverpool "Tribune." Not in three years has the domestic pottery end of the china trade been in the condition that prevails this season. The fifty or more plants in the West, the manufactories in East Liverpool, those making sanitary ware in Virginia and Ohio, and the stoneware potteries in Central Ohio, all have orders that are more extensive than at any time since the early part of 1905 and 1906. Business started to come in early last January, and continued unabated. The opening of the spring buying period has proved that 1910 is bound to be the greatest dinner ware year in a decade or two. Buyers in all parts of the country are anxious to have large assortments of open stock patterns on hand for the retail trade, and this is keeping the potteries as busy as can be filling rush orders.

There has been a decided advance in the character of the ware so far as quality is concerned. In the body and glaze of the American goods there has been a decided improvement. The manufacturers of decorating materials have also advanced in their product.

While there has been no tendency to increase the price of domestic pottery, it is said by some that if the demand for certain decorations continue, lists will advance, more with the idea of keeping down business on these lines than anything else.

Some manufacturers are placing on the market lines of exceptional merit, and each one of them is finding that it pays. The American pottery buyer—

not the man who retails it, but the woman who insists on having it on her table—has risen to a higher plane than the old pottery buyer of a decade ago. She has learned that china and the better grades of semi-porcelain appear to better advantage on her table, and since she has the money to buy them she will do it. There is an abundance of money in the country. Business in other branches is better than for several years, and the demand for pottery products is in keeping with the demand for other commodities.

THE JUMP IN OCEAN FREIGHT RATES.

SEVERAL meetings and conferences of an informal character have recently been held by the New York importers of earthenware and other commodities to devise, if possible, some plan to escape the payment to the steamship companies engaged in the Atlantic trade of what they consider to be excessive freight charges.

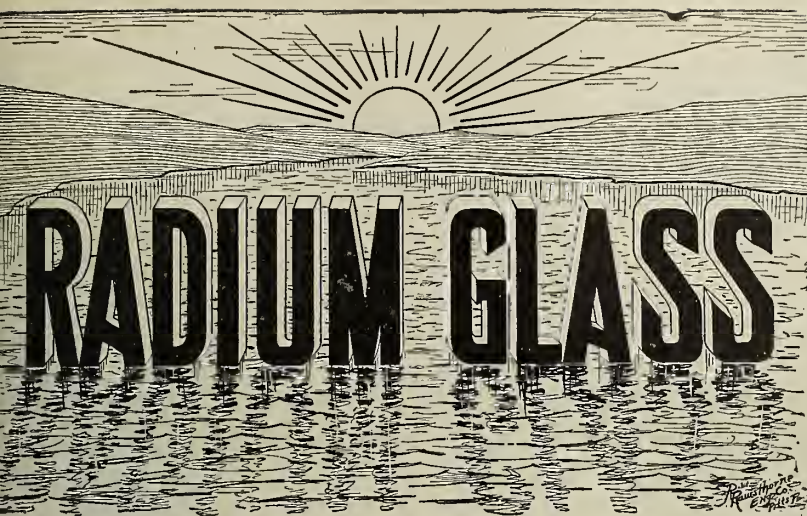
Taking effect April 1 a new freight rate schedule became effective, and under it the rates have been raised, in some cases very considerably. On earthenware, it is stated, the rates have been increased equivalent to 180 per cent. On other merchandise the raise is not nearly so great, but it is still a decided one.

As far as they can see, the earthenware importers can find no help for themselves in the matter, their meetings and conferences having practically reached that conclusion. Several said that all that apparently could be done now to save their margin of profit on their sales was to pass along the extra cost of freightage to the retailer and the jobber, who must do the same, the ultimate consumer finally bearing the burden.

It is explained, too, that for the first time in their experience the importers have found themselves confronted with, to them, an unexpected problem, as it is an unusual condition of affairs, in that competition for freight by the various Atlantic carriers seems to have suddenly stopped, and they find that whether shipments come to one or another port the rate is the same. This condition applies to every port of the United States from Galveston, Tex., to Portland, Me., and is a development particularly unpleasant, as it was not believed possible of accomplishment.

One importer said that he had gone so far as to communicate with the various lines entering United States ports on the question of rates from Liverpool, and had proved that the rates of each were identical. He had then gone even farther, and had tried to get a lower quotation from a line whose steamers sail from Glasgow, but was met by the same figures.

All this, he said, applied not only to the vessels of the big Atlantic lines, but, for the first time, to those not participating hitherto in conference agreements. He mentioned, among others, a line whose



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.



THE PEONY.

18-in. dome, 3-light cluster, 23 in. high.

WE HAVE IT, BUT YOU HAVEN'T.

The PEONY is a neat, artistic design in MODERN STAINED GLASS which has proved to be an excellent seller. This, together with various other moderately-priced designs of the same character, is part of our display, which we would be glad to show you when you are ready.

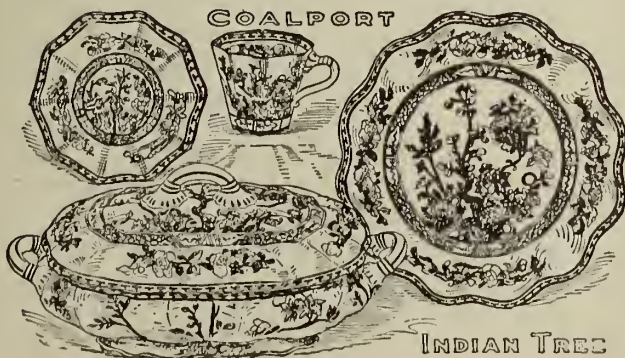
WE ARE READY NOW!

EDWARD O. COLES, General Sales Agent.

J. MORGAN & SONS, 61 East Ninth Street, (near Broadway) New York.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

steamers ply between Liverpool and a southern port of the United States as one which had always been more than willing to quote what he considered fair rates regardless of what the other lines controlling other ports might name. Now, he said, the rates of this line are the same as those of the others, and he has been informed by its agents that it will quote no lower rates even if it loses his business.

He, like other importers, had been accustomed to make contracts with the steamship lines for a year, the contract period being from April to April. This year, since being notified of the increase in rate equivalent to 180 per cent, he had refused to make any new contract, as it did not seem to him that it mattered whether he did or not. Others had taken the same position.

As far as the freight rates in effect up to April 1 on earthenware were concerned, he said that he did not suppose the steamship lines had made any great amount of money out of them; but that they had found them of some profit was evidenced by the fact that each year certain lines had sought his business and had competed energetically for it. An increase of the freight-carrying charge of ten per cent to thirty per cent he would not have minded, but he certainly did consider 180 per cent too great.

BUSINESS BRIEFS.

Fire March 29 damaged the Cobbs Housefurnishing Co.'s store, Mason City, Ia.

* *

John L. Clifford, a crockery merchant of Damariscotta, Me., died April 4, aged fifty-five.

* *

The Unique Art Glass and Metal Co. have moved their New York office to 36 West 28th street.

* *

Fire totally destroyed the St. Paul (Minn.) House Furnishing Co.'s establishment April 2.

* *

Boughton & Hopper's stock of five and ten-cent goods, Trenton, N. J., was destroyed by fire March 30.

* *

The department store of W. F. Woods, North Bedford, Ind., suffered loss by fire April 4 to the extent of \$7,000.

* *

It is reported that the Kresge Five-and-Ten-Cent Store Co. has closed negotiations for the rental of one of the largest stores in Trenton, N. J.

* *

Creditors have filed a petition in involuntary bankruptcy against the National Cut Glass Co., Minneapolis. The concern is alleged to be involved to the extent of \$11,000.

* *

The Amesbury (Mass.) Lamp and Plate Co. acquired the business of A. E. Walker, of the same city, April 1. New quarters will be taken in the Biddle

Smart building about May 1, when the extensive manufacture of lamps will commence.

* *

Creditors of Abraham Rosenstein, wholesale toy dealer, 85 Bowery, this city, met March 31 at the office of Wm. Allan, referee in bankruptcy, 67 Wall street. Many claims were filed and Rudolph A. Seligman was elected trustee, with a bond of \$7,000.

* *

Sealed proposals for furnishing crockery, house-furnishings and lamps will be received by the General Superintendent, U. S. Life Saving Service, Washington, D. C., until 2 p. m. April 28. Specifications may be obtained from the above address, or Inspector of Life Saving Stations, 379 Washington street, New York; Superintendent Twelfth Life-Saving District, Grand Haven, Mich., and Superintendent Thirteenth Life-Saving District, New Appraisers' Stores, San Francisco.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—First-class salesmen for an up-to-date factory line of crockery, commission basis, for Montana, Utah and Oregon. Don't answer unless you mean business and can "deliver the goods." Address Box 716, this office.

THE CRITERION.

There is always one by which the others are judged.

Phoenix Quality Lamps, Domes, Globes and all kinds of Gas and Electric Glassware have been in the lead for over thirty years.

There are reasons that are reasons.

Learn by sending for new inverted gas globe catalogue. Your gain commences then.

THE PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street. PITTSBURGH: 2d Nat. Bank Bldg. CHICAGO: Heyworth Bldg.



NEW YORK, APRIL 14, 1910.

THE CONDITION OF BUSINESS.



A little better tone is noticed this week. While trade was not good in the warerooms, there were a few more callers than last week. Men on the road are doing decidedly better, and mail orders were more satisfactory than they have been for some time. Perhaps the most gratifying feature has been the improvement in collections.

As remarked in our last issue, the spring import season is not yet closed; but if dealers in the interior do not place their orders very soon the factories on the other side will not be able to get out goods in time for the holiday trade.

The local department store men with few exceptions have not bought on import. One prominent buyer remarked last week that he did not know whether he should place many orders for such goods. Last year, owing to circumstances, he bought very light, and was not sorry, as he was enabled to get all the goods he needed from stock, and was inclined to repeat the experience this year. It is not at all certain that such a course may be successful. Conditions were quite different last year. Another phase of the matter, so far as New York buyers is concerned, is that they have been educated up to buying "jobs." This city has become a sort of dumping ground for everybody, and both manufacturers and importers are appealing to the department store buyers to take "jobs" and "close-outs." To such an extent has the

practice grown that many buyers wait for opportunities of this kind—and it is more than intimated that it is very easy to make "jobs." As a result, the New York market is demoralized. At the present moment many of the dry goods people have shut down buying entirely, and even "jobs" will not bring business. This does not deter the offering of them, however, and as a consequence prices on a good many things have gone to smash.

Those who pin their faith to Wall street as a business barometer will be gratified to learn that the "big guns" of the financial world are predicting not only a bull market in stocks, but a general revival of trade everywhere, based on the action of the Supreme Court of the United States in ordering a rehearing in the famous Standard Oil and Tobacco Trust cases.

It looks very much as if the inertia which has characterized the last five weeks is about over, and that commerce will soon resume its wonted activity.



While there was a noticeable decrease in current orders during the past week, no alarm was felt, for every plant has enough future business on hand to warrant its running at full capacity for months to come. The manufacturers all report good collections, and encouraging prospects are coming in from the road salesmen daily.

Every pottery is running full-handed, and shipments are being made promptly.

Pittsburgh and vicinity. Business with glass manufacturers here during the past week has been as varied as the weather. One day orders were plentiful, and the next there was a marked falling off. The blown trade, however, is very good. The lamp business gives promise of being heavy this season, many inquiries coming in concerning new lines.

Wheeling and vicinity. Throughout this territory glass manufacturers are pleased with the volume of business. Local plants are active, and those across the river in Ohio are running about full time.

East Liverpool and vicinity. Business with pottery manufacturers in the Western territory is very good with some, while with others orders are rather slack. The latter situation, however, is existent in only two or three plants. On the whole the potteries are running full time on orders, and very little ware is being made for stock.

CUT GLASS MEN IN SUIT.

THE suit of Louis Levien, of New York, against the Eygabroat-Ryon Co., Lawrenceville, Pa., for the recovery of \$20,000 worth of stock alleged to be due on a contract, was heard in New York Monday before Judge Bischoff and a jury. The suit was on two counts for one hundred shares of stock each. The first was dismissed by the court, and the plaintiff requested the privilege of withdrawing the suit on the second count for the purpose of amending. This was granted, with costs against the plaintiff. Mr. Levien formerly represented the defendant company in New York as sales agent.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Miss M Lesenhuber, with J N Adam & Co, s, Buffalo. 214 Church.
G E Bruoughton, with Denholm & McKay Co, c, s, Worcester. 2 Walker.
E D Garrison, with Sanger Bros, hf, Dallas. 15 Mercer.

A Dupius, with Gimbel Bros, s, Milwaukee. 821 Broadway.
I Halpern, with Pettis Dry Goods Co, hf, t, Indianapolis. 2 Walker.
G N Everett, with Woodward & Lothrop, hf, c, Washington. 438 Broadway.
C R Kenniff, with "Emporium," t, San Francisco. Fourth ave. and 19th street.
H M Hollander, with H. Siegel Co, hf, c, t, Boston. Cadillac.
A Baker, with W Barr Dry Goods Co, c, St. Louis. 72 Leonard.
F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield. 2 Walker.

A NEW SUBSCRIPTION FRAUD.

THE party claiming to be Senator McCormick who applied to Lee Kohns, of L. Straus & Sons, and others in the District last January for a subscription for an athletic club for the municipal employees of the city of New York is believed to have been caught. On Monday a couple of men, one of whom posed as "Senator Bradley," were arrested for soliciting subscriptions for a municipal gymnasium. Mr. Kohns, on being shown a photograph of "Senator Bradley," was pretty sure that it was the likeness of the leader of the gang which tried to swindle him.

BUSINESS BRIEFS.

In Racine, Wis., a department store has been opened by Hein & Hope.

H. L. Williams has sold his five and ten-cent store on North street, Bennington, Vt.

W. H. Cochrane, secretary and treasurer of the Bristol (Tenn.) China Co, has sold out his interest.

Fire in the stock room of Holzheimer & Shaul's department store, Amsterdam, N. Y., April 12, caused a loss of \$100,000.

A ten years' lease of the Cohn block at the head of Miles street, Greenfield, Mass., has been taken by F. W. Woolworth & Co.

Preparations are being made by the Victor Lamp Co., Cincinnati, to move into their new \$40,000 plant at Colerain avenue and Sassafras street.

H. C. Franzheim & Co., Wheeling, W. Va., have added a large china and glass department to their new store and installed Mr. Rose as buyer.

Charlotte, N. C., has another department store. It is on East Trade street near the Merchants' and

Farmers' Bank, and is operated by the Wallis-Laurance Co.

* *

The Laredo (Tex.) Board of Trade is looking for capitalists to establish a china plant at that place. A plentiful supply of suitable clay, together with natural gas, is claimed for the locality.

* *

The Flower City Cut Glass Co., of Rochester, N. Y., has been incorporated. Capital, \$20,000. Directors: Frank Golden, A. G. Bullock, Toni Rossi, Wesley O. Vaillette, William H. Jefferies.

* *

A ten-year lease of 56,000 square feet in a large concrete building on East Third street, adjoining the Santa Fe freight yards, has been secured by the Pacific Crockery and Tinware Co., Los Angeles, for storage purposes.

* *

Wm. H. Gibbs, Hawley, Pa., is erecting a new glass-cutting establishment at Barryville, N. Y. The new plant is expected to be completed early in May. It is reported that the output will be taken by Krantz, Smith & Co., of Honesdale, Pa.

* *

Extensive alterations are planned for Reese's Bazaar, Wilkes-Barre, Pa. The entire front of the building will be torn down and replaced by one of up-to-date appearance. The second and third floors will be used for salesrooms and new departments.

* *

Butler Bros. have completed negotiations by which they acquire possession of practically an entire square block in Dallas, Texas, and will immediately erect a large building similar in character to their buildings in other cities and will carry a complete stock for the convenience of the Southwestern trade.

THE DECORATIVE VALUE OF GOLD.

WHY do we love gold? The answer that comes most naturally is, because it represents power—power to influence men, to acquire things and to pay debts. But it was valued before law had given it any of these attributes. It must be some quality of the metal itself that first made it desired of men, and that can be nothing else than its beauty. There are three supremely beautiful colors in nature; the red of the rose, the blue of the sky, and the yellow of gold. So in all parts of the world, in ancient Peru and Mexico, in Palestine and China, men valued the yellow grains they painfully washed from the sands of the river bed as soon as they discovered that they could be melted into ingots. It is strange that our modern world of business, with all its cruelty, strife and selfishness, should have for the foundation of its activity and the measure of its exchanges a metal whose principal value rests on the perception

of abstract beauty, for trade and æsthetics seem to have nothing in common.

No doubt gold has other desirable qualities. It has the quality of permanence and is insensible to the attraction of nature's great destroyer, oxygen. Neither moth nor rust can corrupt it, though thieves may break through and steal. This quality of unchangeableness is one reason why men admire the diamond and ruby. Gold has also the advantage of great ductility, and, as the Chinese discovered many thousand years ago, can be drawn into threads or beaten into thin sheets and fastened on wood or iron, giving them its beautiful color. It is also found everywhere in small quantities, so that winning an ounce requires a definite amount of labor. It used to be said that to win a dollar's worth of gold from the earth required a dollar's worth of work, and it is always true that it requires 50 cents' worth of work and 50 cents' worth of luck. But it is not so much the difficulty of acquiring it that makes men desire gold; there are other metals locked up still more tightly—iridium, platinum, palladium, and the rest—but if anyone possessed them he would change them for gold; he would never keep them for their own sake. Gold was primarily chosen for its beauty and is valued for that, as iron is for its usefulness. And it will be valued as long as man has an eye responsive to color and an inner sense that tells him that permanence and unchangeableness are great qualities in matter and in character.—*Hartford Times*.

POTTERY OPERATIVES' ANNUAL OUTING.

THIS year the annual outing of the National Brotherhood of Operative Potters will be held at Rock Springs Park, East Liverpool, O., on Monday, June 6. Samuel Burgess has again been selected to head the picnic committee. Delegations of union potters will be present from Wheeling, Steubenville, Salem, East Palestine, Sebring, Beaver Falls, Derry, Cannonsburg, besides East Liverpool, Wellsville, Chester and Newell. Over 12,000 people usually attend this outing.

TO KEEP BRASSES BRIGHT.

EVERY customer should be told that vaseline baths are good for brasses. After a standard polish has been used to brighten the candlesticks and sconces a coating of vaseline should be applied to the articles and allowed to remain for a few minutes before being wiped off carefully with a soft piece of flannel. Then the ware should be polished hard for a minute or two with a strip of old silk. Brasses which have been treated with vaseline will not tarnish as quickly as those which have simply been polished.

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Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 14, 1910

BUYERS KNOW SOMETHING, TOO.

SAID a prominent buyer not long ago: "Some salesmen seem to think that I do not know goods when I see them. They say their wares are 'the best on the market and can't be beat,' when I may possibly know that I can do much better elsewhere. I am in a position to see goods they do not, because, as a rule, the salesmen know little or nothing about their competitors' lines, and when they say they have the cheapest and best they sometimes don't know what they are talking about. I give them credit for believing what they say, and I like to see men enthusiastic about what they are trying to sell; but I would also like them to give me credit for knowing a little about merchandise myself."

Salesmen who have a really good article are very apt to believe that there is nothing to compare with it for the very reason given above—that they know little or nothing about the wares and prices of competing houses. On the road they see each other's samples occasionally, but figures are not quoted. No matter how friendly two salesmen may be, they are careful not to give points which might in any way interfere with their own business.

Few salesmen are in a position to say their line is absolutely the best. They may show why their wares are worth the money asked; but unless they know positively that they are giving better value than someone else it is foolish to make the assertion, because the prospective purchaser may laugh at them.

When dealing with a competent buyer it is well to remember that he has seen other lines, knows values, and is the best judge of whether or not he can use the goods. As the buyer quoted says, give him credit for having eyes. There may be points that escape his observation. Call his attention to them. Explain why the goods are cheap. But beware of asserting what cannot be substantiated.

PERSONAL.

It is not generally known that Edward Boote is an artist of no mean merit. He is, however. He paints in both oil and water colors, and turns out some excellent pictures. Among his other recreations is that of hunting and fishing, and he has employed his knowledge of game thus acquired to produce some high class work with these as subjects.



Louis Klayf, china buyer for Bloomingdale's, New York, arrived on the Oceanic Wednesday, having spent six weeks among the European factories and incidentally visiting the Leipzig Fair.



From the depths of his waistcoat pocket L. D. Hatton carefully fished out a special slip of paper last Tuesday. The pencilings on it were accountable for his satisfied smile, and indicated that although he took the grippe some time ago, he is now taking orders.



John Hawthorne, china buyer for Wanamaker's New York store, is scheduled to sail from Cherbourg May 1.



C. H. Taylor, who went South a month ago to recuperate from an attack of the grippe, came home this week fully recovered. Incidentally he stopped off at one or two points on his way and booked some very nice orders for Jewel cut glass.



Harry Gabriel, of the Hollub-Gabriel Co., writes us from San Francisco that his firm is being liquidated and will soon cease to exist. He says that no reason can be assigned except that business conditions do not warrant continuing the business, and he will soon be open for an engagement with some firm which needs a well-posted man.



H. S. Clarke will continue to show the line of Robt. Slimmon & Co. at the Palmer House, Chicago, until April 19.



Miss Mathilda Beatrice Clark, for several years assistant to A. A. Bean, New York representative of

the A. H. Heisey Co., was married at St. Francis Xavier Church, Brooklyn, March 31, to Herman T. Augustin.



Louis D. Seixas, who has been confined to his home for two weeks with a severe cold, is back at his desk again.



R. B. Reineck, representing the Wright-Rich Cut Glass Co., Anderson, Ind., was among our office callers last week.



Fred M. Taylor, buyer for the Maison Blanche, New Orleans, who has been North for more than a month, is booked to return home on Saturday.



Harry P. Muirheid came in on Monday from a New England business-booking trip in the interest of Maddock & Miller.



W. J. Noble got back to the District last week after two months on the road with John Davison's lines just in time to assist in the arrangement of Mr. Davison's new showroom.



Phillip Ebeling, chief of the mechanical department of the Fostoria Glass Co., spent a few days in New York last week.



R. T. Evans, in charge of the metropolitan interests of the C. W. McClure Syndicate, has moved his office to 565 Broadway. Mr. McClure was in New York all last week completing the arrangements.



B. A. Hapgood, treasurer of the International Shade Co., of Springfield, Mass., is in New York this week, incidentally visiting the Goodwin & Kintz quarters, where the line is now represented.



Thos. Dugan, treasurer and manager of the Dugan Glass Co., accompanied by Walter Minnemeyer, a knight of the grip, were visitors in the District this week.



Peter O'Neil, with Abraham & Straus; Ed. J. Burdett, with R. H. Macy & Co., and Louis J. Clarke, with L. Straus & Sons, left on Thursday morning for a visit to the potteries and glass factories in New Jersey, stopping at Trenton, Egg Harbor and other manufacturing points. They will wind up in Philadelphia.



In the course of conversation on the street recently reference was made to old-time houses that were established in Maiden Lane and Pearl streets when those thoroughfares were "the District."

Among others mentioned were Campbell & Fitzpatrick. One of that firm, Aeneas Fitzpatrick, has passed his ninetieth birthday, but is still hale and hearty. He lives in Elizabeth, N. J., looks after flowers and chickens and is still strong enough to shovel the snow off his sidewalk in winter.



Major Cecil Wedgwood, a cousin of Kennard L. Wedgwood, has recently been elected mayor of Stoke-on-Trent, in Staffordshire. He will have plenty to do in the administration of the six towns now consolidated in one bailiwick, but he is said to be fully capable of handling the situation.



Geo. F. Mackey, who left Geo. Borgfeldt & Co. this week, is open for an engagement.



A. P. Brooks, formerly buyer of premium goods for David S. Brown & Co., has gone with the Proctor-Gamble Co., the ivory soap concern. The former company has gone out of the line.



H. S. Ward, formerly with the J. Bernard Co., recently went with the Consolidated Lamp and Glass Co. as salesman.



J. D. McNicholl is now buying for S. P. Dunham & Co., Trenton, N. J. He was formerly with Wise, Smith & Co., Hartford, Conn.



Mr. and Mrs. Chas. E. Noe, whose wedding at Boothbay Harbor, Me., was announced in the JOURNAL last week, sailed on the Adriatic Saturday for a three months' tour of Europe.



John E. Plummer, of the J. Pouyat Co. opened Thursday of this week at the St. Charles, New Orleans. W. E. Knowles is showing the same lines this week at the Iroquois, Buffalo.



If "Loudon Light," with Eddie Hammond, the cut glass man, in the saddle, doesn't win the mile race scheduled for Saturday afternoon, the District on Monday will hold a sad lot of china and glass men who plan to witness the event. Eddie says his mount is as fit as a fiddle.

HONESDALE TO LOSE FACTORY.

CLAIMING that they cannot meet the demands of their men for higher wages and make a profit on their business, Kelly & Steinman, cut glass manufacturers, Honesdale, Pa., announce that they will remove their works to Deposit, N. Y., where it is said they have closed the deal for a big factory building.

DANIEL C. RIPLEY AGAIN "IN HARNESS."

CONNELLSVILLE, PA., APRIL 11.—Daniel C. Ripley, formerly president of the United States Glass Co., announces that he will again enter the glass manufacturing business, and with that end in view will convert the former plant of the Baldwin Automobile Mfg. Co. here into a glass factory.

Final details of the deal were not closed until late last Friday. The name of the new concern will be the Ripley Glass Co., and associated with Mr. Ripley will be his son, D. A. Ripley, who has been connected with his father in the glass business in past years.

The site of the new plant is about twenty-minutes' walk south from the Baltimore & Ohio railroad station. Plans have been worked out for the construction of two fifteen-pot furnaces. H. L. Dixon Co., of Carnegie, will likely get the contract for the building of these.

Incas, and as he went on he discovered hundreds of pieces of what is probably the most ancient pottery in the world. These pieces, which are in the best state of preservation, have been sent to England, and about a third of them have been secured for the British Museum.

Sir William said that the Egyptian pottery of any dynasty was not equal to the best of the Peruvian specimens. The modeling of the human face was startling in its art. Both dignity and laughter were shown, and the muscles of the cheek, the wrinkles of the skin and the flexibility of the nostrils were depicted with great care and skill.

No two specimens were alike. There was individuality in each figure. The serfdom of habit and custom and tradition did not govern the work, which showed that the workers must have had intellectual liberty and genius.

The pots were buried with the dead. They varied



FACTORY OF THE RIPLEY GLASS CO., CONNELLSVILLE, PA.

Mr. Ripley announces his intention of making only high grade lines of glass, of which a full line will be ready for the trade by the year end.

Mr. Ripley is in the best of health, and is anxious to "get into harness" once more.

OLDEST KNOWN POTTERY.

AT a recent meeting of the Manchester, Eng., Literary and Philosophical Society Sir William Bailey read a paper giving further details of the remarkable discoveries of prehistoric pottery made by Hewitt Myring in Peru.

Sir William explained that the discoveries, which have attracted wide-spread attention, at least one American museum having tried to secure the pottery, were made during the exploration of the Chimu Valley in Peru. Mr. Myring was exploring the sand ridges in the hope of finding something in the Inca graves, but it appeared that the valley had been used as a cemetery by the Chimu, the race before the

in shape and size. Some represented animals, birds and fishes. Weapons were not much in evidence, and neither bows nor arrows had been discovered. No horses were to be found, but there was a beast like a hornless antelope. Birds were somewhat abundant, and a bat-like beast, stags and frogs were imitated.

The broad, intellectual human faces represented on some of the pieces were doubtless portraits. They might easily be taken for English or German faces. The workmanship was equal to any of the portrait jugs in vogue in this country in the eighteenth century, and in some cases was better art.

The age of the pottery might be anything between 5,000 and 10,000 years. Many of the pots contained silver pellets and necessities for a journey, thus revealing that these early races shared in the belief in another world and a state of transmigration possibly entailing hardship and the need of endurance. The absence of rain in Peru and the presence of silicates in the soil had helped to preserve the specimens practically intact.

The New York Crockery and Glass District.

Maddock & Miller are strong on open stock dinnerware. They carry a big line of patterns, which they sell to the best trade in the country. While they bring out something new every season, they have some patterns that seem never to grow old. One that they have been running for over twenty years is still in good demand. A pottery that can point to such a record as that has good reason to be proud.

The "forgetfulness" of Bassett's letter-writer last week resulted in a flood of inquiries as to what could be the matter—a number of correspondents complaining that they had been cheated, as they invariably turned to the Bassett letter the first thing on opening the JOURNAL. He says he'll never do it again, unless, as in the case last week, he is so over head and ears in business that he hasn't time.

Cox & Lafferty have some stock goods in Japanese china ready for immediate shipment. No additional charge is made from stock, goods being sold at regular import prices. This is unusual, and buyers who are in need of Japanese china for immediate delivery should take advantage of the opportunity.

John Nixon has received from the Fostoria Glass Co. a new line of glass-tops salts and peppers with silver and non-corrosive bands. The metal band is so arranged that the condiments never touch it, thus precluding the possibility of verdigris.

"Greek ware" embraces a striking line of novelties in Bavarian china at Bawo & Dotter's whose equal is seldom seen in decorative effects. The interiors of the hollow articles carry a green tint vignetting inward until the pure white china finally shows. The other treatments are identical except as to colors; a solid turquoise blue being used for one exterior with a yellow interior, and a Nile green exterior for the third treatment with a cardinal interior. The vases, plaques, jugs, tea sets and other

items carry fine black-line illustrations of Grecian gladiators in various poses. The Royal Bayreuth Bavarian china is in exquisitely soft Turkish colorings depicting desert scenes with Arabians mounted on handsome pure white steeds in the foreground.

Herman C. Kupper is showing many novelties in Schierholz china. The exquisite designing, coloring and fine modeling of this ware place it in the highest rank of artistic pottery. The new patterns brought out this year are worthy of being placed alongside the best antiques that come to the country, and will stand comparison with the famous Dresden work of years ago. Notwithstanding, the prices are exceedingly low.

Early in the year Geo. Borgfeldt & Co. started a campaign of magazine advertising to exploit Rosenthal Bavarian china. They are following this up with a booklet which is as fine a piece of work as has ever come to our desk. The cover is of imitation brown parchment, and the letter-press and illustrations are printed in sepia. It is thoroughly artistic and in keeping with the ware it exploits.

On account of the widely-increasing popularity of "modern stained glass," and to facilitate the marketing of it, Edward C. Coles, the general sales agent of J. Morgan & Sons, announces that from now on he will appoint local residential agents to handle the line. He is already in receipt of numerous applications, which are now under consideration. However, there is still considerable valuable territory as yet open, and the proposition will doubtless appeal strongly to firms who are in a position to take up the agency.

Three entirely new decorations in transfers are shown by Robt. Slimmon & Co. on Bourne & Leigh's "Royal" shape. They are different from anything heretofore produced by this factory, and have taken very well with the trade. On the same shape is a new underglaze print which has been christened the "Jewel" pattern. The decors are in flow Canton,

apple green, and old gold, with gilt lines. From the same factory comes the old blue willow ware on the original Nankeen shape. There is a steady demand for these goods.

Orders in goodly numbers are being received by Fondeville & Van Iderstine for their "Chantecler" French earthenware. Crown crystal roemers and fancy glassware from Bavaria are also selling very well at this time.

One of the widest ranges of selection offered the retailer who is preparing to stock up with this season's lamps can be seen at the New York office of the Pittsburgh Lamp, Brass and Glass Co. The latest styles on display are very graceful in design and show more than usual care in manufacture. Their new shades are also very attractive, and include frosted, clear, plain and decorated patterns.

Another new line will soon be on exhibition at the New York showroom of S. A. Weller. Manager Woodworth has just received the advance photographs of some square and oblong window boxes and ferns in the well-known Weller ivory art ware. The decorations in bas-relief are well executed.

New gold encrustations on the fine French china of the J. Pouyat Co. are arriving each week. There appears to be no end to the new treatments of this character which the big Limoges plant is producing, and the sales at the New York showroom and by the road men indicate that the buyers find something in the patterns shown which fit in with the demands of their particular clientele.

Several new and distinctive colorings are shown in the Radium ware of the Millersburg Glass Co., which is now represented in New York by Paul Joseph, 55 Park Place. The perfection to which the iridescent effects have been brought in this line is astonishing, and buyers who have inspected the various pieces are unreserved in their praise.

Bradley & Hubbard opened up a lot of new electric portables on Monday containing marked changes in style. Crystal ground glass with colonial cuttings is used instead of cathedral glass. The metal part is in wrought bronze, and is all hand-work, even to the little rivets that hold the parts together. The combination is very good and is bound to make a hit.

"Age cannot wither nor custom stale" the old blue and white English porcelain sold for many years by Geo. F. Bassett & Co. The molds are patterned after old English shapes, and the designs were culled

from the museums and art shop. The pattern is known as the Nonpareil and embraces the full dinner-ware line. There is a steadily-increasing demand for the plates among the dealers in antiques, and they often sell as reproductions for as high as \$7.50 apiece. Regular dealers also sell many of them for plate-rail decorations.

Lalanc & Grosjean are making a very handsome display in their showroom. As this is the season for water coolers, the showing in that line is particularly large and good. They have recently put out a low-priced line of enameled ware which they call "Turquoise." Although the price is low, the quality is excellent. They report a fine trade so far this season.

While the Plume & Atwood Mfg. Co. have not exactly any kick to register, they wish jobbers would place their orders as early as possible—if only for their own advantage. It is not generally appreciated that in cases where requisition is made for some articles out of stock the order cannot be rushed through for the reason that the processes of manufacture are such that it would not be profitable to make up any but large amounts. Where the jobber can anticipate a certain demand and place his order early he is sure to get better satisfaction, as when the stock commences to come through he will receive the first finished goods. Business with this concern is excellent, causing the factory to work at top-notch speed.

A large line of portables at moderate prices is to be seen at the showroom of J. Morgan & Sons. They are made with the company's patented glass, upon which new designs appear with great frequency. An improved system of lighting the samples has been installed, and they are now arranged so that the buyer's task is greatly facilitated and a saving of time effected.

Thos. W. Hamilton, buyer for the McCreery stores for eight years, and with Loeser of Brooklyn during the preceding ten years, has rented the third loft at 47 Barclay-street from Rowland & Marsellus to use as a showroom for a line of brass and copper ware and the portables made by the Wilkinson Co.

L. Wertheimer, importer of Japanese goods, who has been at 44 Park Place for the past twenty years, will move to 55 Eighth street, near Sixth avenue, May 1.

Stewart & Crocker will show full lines of cut glass from J. Halter & Co., Brooklyn, at their wareroom on West Broadway, in addition to the line from W. H. Gibbs, Hawley, Pa. C. D. Vail will carry the line on the road.

EDWARD RORKE & CO. IN TROUBLE.

ON Monday Edward Rorke & Co., importers of china and glassware, 40 Barclay street, whose business was established fifty-two years ago, went into the hands of a receiver in proceedings for the voluntary dissolution of the corporation brought by the directors, James A. Rorke, William H. Rorke, and Joseph P. Rorke. Judge Blanchard appointed Gilbert H. Montague receiver.

Right on the heels of this action a petition in bankruptcy was filed against the concern by A. H. Heisey & Co., \$62; Beaver Valley Glass Co., \$159; Knowles, Taylor & Knowles Co., \$243, and Edwin M. Knowles China Co., \$123. It was alleged that the corporation is insolvent, made preferential payments \$2,000, transferred merchandise and accounts \$4,500, and on April 11 allowed a receiver to be appointed as stated.

AT PITTSBURGH.

AN added feature of the china and glass department of the Joseph Horne Co. is a stock of desk, porch and floor lamps worth over \$20,000. The display is the most extensive and richest in character ever arranged by a local department store. Robert Orr is very proud of it.

W. L. Woodward was at the Ft. Pitt with a number of new specialties from the Warwick China Co., Wheeling W. Va. He is working East.

A. Herr, in charge of the Bawo & Dotter exhibit at the Hotel Anderson, has received many new import specialties from the New York house.

The lines of the McCoy Pottery Co. were shown here during the past week by J. F. Daley. Following his stop here he went to Cleveland.

Thomas A. Copperstone was at the Hotel Henry with the lines of the Vodrey Pottery Co., East Liverpool. From here Mr. Copperstone started on his Central West trip, opening in Cleveland.

A. L. Blackmer with a line of cut glass was at the Henry during the past week.

The Quaker City Cut Glass Co. was represented in Pittsburgh by Fred J. Classen, who maintained a neat display at the Henry.

W. C. Lynch, of the Taylor Smith & Taylor Pottery Co., East Liverpool, was here during the past week.

W. W. Lang, in charge of the Pittsburgh office of Kinney & Levan, Cleveland, O., is more than pleased

with the volume of business the local office was favored with during the past quarter. The import lines sold well, and the novelty and specialty goods were bought more liberally than usual.

John J. McKenna has closed a lease with the F. W. Woolworth & Co. for the ten years' rental of the first floor and basement of a new business block to be erected at 6011-13 Penn avenue, East End.

A. E. Seidel, a jeweler of East End well known to china and cut glass salesmen, plans retirement from active business.

COULDN'T QUITE AGREE.

WHEELING, W. VA., APRIL 13—After a lengthy conference between the bondholders of the Wheeling Potteries, the potteries committee of the Board of Trade, and George W. Powers, representing the Homewood Pottery of Mannington, concerning the purchase of the local potteries, the meeting last week adjourned without any agreement being reached.

The Wheeling Potteries bondholders asked \$75,000 and six per cent on all bonds, while the Homewood offered \$60,000 and five per cent. With a view of compromising, the Homewood people agreed to pay the \$75,000, but flatly refused to give the additional one per cent, and as the bondholders stood firm an agreement could not be reached, and the meeting adjourned to meet at a future date.

The Board of Trade is still hopeful of securing an agreement between the two parties.

WALDORF CHINAWARE GIVEN AWAY.

ENOUGH high-priced chinaware to equip half a dozen large hotels is to be given away by George C. Boldt, proprietor of the Waldorf-Astoria, to various homes and institutions supported by women interested in charity work. The china is damaged, and for that reason cannot longer be used by the hotel. The supply has been accumulating for several years and is said to have had an original value of more than \$60,000.

Close inspection is made of the chinaware every day, according to one of the managers of the Waldorf-Astoria, and when the least defect is found the piece is at once discarded.

In distributing the chinaware, Mr. Boldt has specified that institutions which receive annual appropriations from the city or State will not be considered. Only such charities as are conducted solely upon voluntary contributions or by churches will profit by Mr. Boldt's gift.



NEW CORPORATIONS.

UNDER this heading are noted such newly-incorporated concerns as may provide avenues of consumption for department store supplies, hotel china, bar goods, dinnerware, lamps, glassware, and other commodities of the trade. For detailed information, apply to the Secretary of Stste.

The Guy Buffet Co., Jacksonville, Fla.; \$12,000.

Hotel Marion Co., Delaware; \$100,000. J. S. Smith, G. W. Coles.

A. F. Bond Co., restaurant, Boston; \$25,000. J. H. Carleton, A. F. Bond.

Ravine House Co., Boston; \$50,000. G. E. Knapp, W. D. Bradstreet.

Columbia Cafe Co., Washington; \$6,000. S. C. Redman, C. H. Fred, W. E. Terry.

Merchants' Hotel Co., Troy, N. Y.; \$15,000. E. Johnson, E. A. Jackson, F. Steele.

Island Inn Co., Chicago; \$5,000. Louis. C. King, J. D. O'Donnell, Wm. J. Naughton.

B. R. Gilmour Co., toys, this city; \$25,000. G. W. Perry, W. J. Work, H. Forrester.

Rosevine Resort Co., Los Angeles; \$20,000. G. W. Hicks, A. L. Hicks, W. E. Carter.

Gibson's Restaurant Co., New York; \$75,000. J. T. Brown, Jr. J. J. Scallion, M. Levy.

Wild Hotel Co., Huntington, W. Va.; \$10,000. H. R. Wild, H. O. Boette, W. O. Walton.

Kitsap Inn Co., Bremerton, Wash.; \$250,000. R. M. Griswold, J. Rodgers, J. H. Walsh.

Perry-Rigby Hotel Co., Springfield, Ill.; \$75,000. R. J. Wilson, G. W. Killelen, H. Horner.

Hotel Belvidere, Paducah, Ky.; \$10,000. E. H. Foster, H. M. Williams. C. G. Vahlcamp.

Perry-Rigby Hotel Co., Springfield, Ill.; \$75,000. R. H. Wilson, G. W. Killelea, H. Horner.

Aero and Auto Tavern Co., Chicago; \$25,000. F. M. Kitching, W. L. Carlin, H. C. Hall.

Alabama Restaurant Co., 15 Exchange Place,

Jersey City, N. J.; \$300,000. L. Rollins, A. H. Flowers, M. H. Ring.

The Berghoff Co. of New York, hotel; \$10,000. S. B. Fleming, J. F. Klein, W. Breuer.

Cosmopolitan Hotel Co., New Orleans; \$52,250. J. Voegtle, A. G. Ricks, A. Henderson, Jr.

Lewis Hotel Co., Washington, D. C.; \$200,000. H. A. Lewis, C. M. Lewis, A. A. Johnston.

United Hotels Co., Niagara Falls; \$500,000. F. W. Rockwell, F. A. Dudley, D. N. Johnson.

Consumers' Co-Operative Purchasing Co., Boston; \$50,000. T. F. Nightingale, F. T. Grant.

Castle Lamp Co., Toledo; \$300,000. F. E. Castle, J. N. Willys, I. Kinsey, W. Stewart, R. Fuller.

St. Nicholas Hotel Co., Lafayette, Mo.; \$3,000. P. L. Fitzgerald, G. F. King, E. P. Fitzgerald.

Vermilya Cafe, Mason City, Ia.; \$6,000. W. H. Dilts, T. Vermilya, M. E. Roberts, H. E. Wells.

L. H. Mace & Co., this city; toys, dolls, etc.; \$250,000. A. J. Mace, J. L. Gwyer, E. G. Gwyer.

Pine Grove Springs Hotel, Brooklyn, N. Y.; \$80,000. C. Blaudy, Jr., W. H. Blaudy, H. L. Seward.

Niagara Metalware Mfg. Co., Buffalo; \$40,000. H. R. Schmiedendorf, W. R. Daniels, A. A. Schaml.

COMBINATION SHAKER.

A PATENT has been granted to George B. Clemmer, Trenton, N. J., on a combination salt and pepper shaker, the holder of which is composed of a glass body, with a metal top, and a partition running the full length of the holder composed of celluloid or aluminum.

The holder resembles the ordinary pepper and salt shaker in appearance, but will have the additional advantage of carrying both pepper and salt. A pressure of the thumb will release a valve that will give the consumer either condiment as desired.

The article is said to have so impressed the patent officials that Mr. Clemmer was given full rights for its sale just eleven days from the date of his application. This it is claimed is one of the quickest patents ever granted by the government office at Washington.

The metal for the article will be manufactured in Newark, while the glass will be secured from one of the South Jersey factories.

Among the Potteries

East and West

East Liverpool and Vicinity. At the Laughlin China Co. every department is as busy as possible, and, generally speaking, the company is operating all its plants to capacity. This comprises sixty-four kilns, distributed in Newell and this city. The Niagara dinner shape is reported to have the largest sale of any previous efforts of the firm in this direction. With over fifty treatments to select from, buyers have no trouble in making selections.

Joseph G. Lee, formerly secretary of the Knowles, Taylor & Knowles Pottery Co., has returned from his trip abroad, where he was accompanied by Mrs. Lee.

Buyers registered here last week were: C. W. McClure, of Atlanta, Ga.; J. H. Miller, of the Miller Co., Huntington, W. Va.; D. D. Ottstott and S. E. Holden, representing Butler Bros. at Chicago and Minneapolis respectively; J. J. Parkhurst, for Kress & Co., New York; and O. D. la Croix, New York.

A Dutch lunch set, the creation of the Taylor, Smith & Taylor Pottery Co., is composed of a covered beer jug, six service plates, six tumblers, a cheese and sandwich tray.

Fred Kline, who returned from a three months' Eastern trip for the Warner-Keffer China Co., was at the home office only long enough to replace his breakage, and planned to open in Pittsburgh during the week.

Because of the press of business, a special meeting of the Western Standing Committee is scheduled for next Monday night in the rooms of the Potters' Club. At the last session the making price of a teapot from Sebring and some bakers and a sugar from Evansville were settled.

Contracts have been awarded by Golding & Sons for a \$5,000 addition to their flint and spar mill in this city.

The National Brotherhood of Operative Potters has let the contract for the erection of a permanent

headquarters in this city. With the site it will represent an outlay of nearly \$15,000. Work on the new building will start within a fortnight.

The four manufacturers of yellow and rockingham ware in this district report enough business coming in to keep their plants working steadily.

Frank I. Simmers is back at his desk after an extended Western trip for the Hall China Co. He says that business conditions in that part of the country are very favorable, and that buyers are preparing their stocks to take care of a busy season.

During the absence of Samuel B. Larkin, of the National China Co., on a Western trip which will take him as far as the Pacific Coast the general offices of the company will be renovated and enlarged.

Changes that have been made in the sample room of the Potters' Co-Operative Co. result in the samples being shown to much better advantage than heretofore.

W. G. Jackson, of the Taylor Smith & Taylor sales force, will leave for his Western territory within a few days.

A contract was filed last Thursday for **Trenton.** extensive improvements to the Monument Pottery. They will include a new building of brick and stone that will cost \$30,000.

Harry Dallas, one of the best known operative potters in the city, and the president of the Central Labor Union, left here last week for Camden, where he has taken a position with the Camden, Pottery Co

Mrs. Hannah Griffen Willets, wife of Daniel Willets, former vice president and secretary of the defunct Willets Mfg. Co., died at her home in this city last Saturday morning after a long illness. Mrs. Willets had been in ill health for years and had vainly sought relief in Arizona, California and other places.

The funeral took place from the Willets home on Monday afternoon, with interment in the family burial plot at Westbury, L. I.

Harry S. Maddock, who retired from the Police Board a few days ago because of the added business responsibilities that had come to him following the death of his brother, A. M. Maddock, is to succeed the latter on the directorate of the Mechanics' National Bank of this city.

An expenditure of \$715,000 will be made by the Pennsylvania Railroad company if the city of Trenton approves of its plan to elevate its tracks from Greenwood avenue to a point beyond Perry street, to build a tunnel under the canal at Front street, to raise the canal bottom between Greenwood and Hamilton avenues and to remove the lock from State street to a point beyond Perry. There is considerable opposition to the scheme, however, and it is thought unlikely that a decision can be reached by Common Council for months, a number of conferences with the railroads officials being necessary before a mutual agreement can be reached.

Additions to the Sebring and the Sebring, O. French China plants here are to be made which it is said will make this the largest pottery manufacturing town outside of Trenton and East Liverpool.

BANKRUPTCY FRAUDS.

ASSERTING that fifty per cent of the cases of bankruptcy in the United States have in them at least a suspicion of fraud, D. L. Sawyer, of St. Paul, Minn., in an address to the Chicago Credit Men's Association in Chicago recently, advocated the establishment of a national fund to prosecute "professional debtors and bankrupts."

Mr. Sawyer is a member of the national committee of the National Association of Credit Men, appointed to formulate plans for investigation of suspicious bankruptcy cases, with the object of prosecution.

"It is safe to say that approximately fifty per cent of the bankruptcy cases in this country have in them at least a suspicion of fraud," said Mr. Sawyer. "There are professional debtors and bankrupts who, with the collusion of dishonest lawyers, prey upon jobbers, manufacturers and merchants who extend credit to their customers. What is needed is a national fund of at least \$1,000,000, to be used by the Credit Men's Associations in the investigation of such cases. The plan I have is this: Let every concern represented in the national body be assessed \$10 a year for a period of ten years. We pay out hundreds of dollars each year for insurance, and this form of

insurance is one we have not got. Each bankruptcy case having in it a suspicion of fraud can be investigated by the nearest local organization, thus removing the burden from the suffering creditors, who, in most cases, are unwilling to prosecute if they can reach a satisfactory financial settlement."

GOLF "FOR BLOOD."

CARRYING out the suggestion in our last issue, the tie for the President's Cup between Eugene H. Peck and J. Duncan Dithridge will be played on the links of the Essex County Club, near Shorthills, N. J., Wednesday, April 20th. Following this a foursome will be played with Mr. Peck and W. S. Pitcairn as partners against Mr. Dithridge and Arthur S. Higgins. This will be "for blood." A considerable "gallery" will probably follow the game. Those who desire to witness the contest may obtain full particulars regarding train service luncheon, etc., by communicating with Mr. Pitcairn. There will be plenty of sport, as the winner must see that the cup is filled—and it is no small one. The first game will start at 9 a. m.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Mar. 26 '10	Correspond- ing period 1909	Exports Jan. 1 to Mar. 26, '10	Correspond ing period 1909
Boston	523	655	1786	1584
New York	815	470	2082	1090
Baltimore	1772	1607	4138	3861
Philadelphia	486	689	1388	1358
New Orleans	146	444	361	678
Newport News		217	55	473
San Francisco . . . . .	....	96	....	96
Portland (Me.)	341	892	828	1681
Galveston	106	62	239	161
Portland (Or.) . . . . .	....	....	....	....
Inland Points	330	132	800	265
Total..	4519	5264	11677	11247

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Mar. 26, '10	Correspond- ing period 1909	Exports Jan 1 to Mar. 26, '10	Correspond ing period 1909
New York	144	142	1948	2728
Boston	3	100	1449	1502
Philadelphia	45	51	1250	1178
Baltimore	811	340	4191	4164
San Francisco . . . . .	....	96	....	96
New Orleans . . . . .	....	243	239	635
Portland (Me.)	127	704	485	1858
Galveston	77	....	200	144
Newport News . . . . .	....	97	55	473
Portland (Or.) . . . . .	...	....	....	...
Inland Points	56	....	792	457
Total	1268	1773	10609	13235

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

A report is current that before the year is out another glass factory in the Pittsburgh district will be devoted to the manufacture of lamp chimneys. This line of goods will be made, it is said, in a plant now making other staples. Those who are supposed to know the details of the new arrangement neither affirm nor deny the report.

A conference of the Glass Association and a committee representing the glass workers' union will take place in the office of the Association in the Stevenson Building, Sixth avenue, April 19, for the purpose of deciding upon a date for the summer stop and settling some disputes that have arisen since the last joint conference concerning the making-price of several new items.

The general offices of the Phoenix Co. have been removed from the ninth floor of the Renshaw Building to the eighth floor of the Second National Bank Building, Ninth and Liberty avenue, the site of the location of these offices a year ago. Secretary E. P. Ebberts has a handsomely-appointed private office, while the commercial department has more space than heretofore. No samples will be displayed in the new offices.

The Monongah Glass Co. has taken an office in the new Oliver Building, and put T. R. Crock in charge. In the same room is the office of the Monroe Glass Co., Monroe, Mich., in charge of L. P. Bazell.

S. Q. Hamilton has commenced an extended Western trip for the Taremtum Glass Co. The factory is very busy and there is a good demand for its general lines.

C. W. McClure, of the McClure Syndicate, Atlanta, Ga., spent several days in the district during the past week.

The Consolidated Lamp and Glass Co.'s latest inverted shade for both gas and electrics has a scroll and panel effect, is etched on the outside, and is treated in light yellows and pinks. H. H. Allison has started

on an Eastern and Southern tour in the interest of the company. This is his first trip on the road in about six months.

W. J. Patterson, who is working through the East in the interest of the Star City (W. Va.) Glass Co., has been spending most of his time on the road ever since the glass show at the Ft. Pitt in January.

Glass manufacturers as a rule do not hesitate to say that something should be done to bolster prices. They also admit that in their opinion it would be better to withdraw from the market the lines that are selling "down" or else revise the selling lists.

A new sixteen-inch holophane shade has just been placed on the market, made by A. H. Heisey & Co., Newark, O.

Cut glass salesmen who have been visiting the district during the past week are not satisfied with the business they have been booking hereabouts. It is said that buyers are always in the market for "specials," but when it comes to general lines orders are not large at present.

Sales of the decorated Carnation line of tableware of the United States Glass Co. are very good, and the demand for it in this form is said to be heavier than for the crystal. The several factories of the company are very busy, especially the Tiffin plant, where the bulk of the blown business is cared for.



Martin's Ferry, O.

Several new designs in cut and etched gas and electric shades are being offered by the Haskins Glass Co. The shades made by this concern are having a good sale, especially the cut lines.



Wheeling, W. Va.

There is an exceptionally heavy demand for the deep plate etched lines of the Central Glass Co. The factory is working twenty-three shops on

blown ware, and it is said will be operated steadily until the end of the present fire. The demand for all the blown ware of this concern is exceptionally good.



The big plant of the Imperial Glass Bellaire, O. Co. is a beehive of activity. Inasmuch as the company is continually adding new items to its extensive production, buyers have come to regard the Imperial stock as always up to date. The demand for tumblers is exceptionally good just now, and business generally far better than a year ago.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
April 12, 1910.

ANTWERP

283	packages glassware	B Gunthel
4	"	C J Dierckx
22	"	Graham & Zenger
67	"	L Straus & Sons
8	"	A Berger & Co
65	"	Miscellaneous Orders
110	chinaware	Theodore Haviland & Co
24	"	Miscellaneous Orders
1	earthenware	Bawo & Dotter
5	"	Frank & DeKeyser
44	"	O Goetz
22	"	Koscherak Bros
20	"	L D Bloch & Co
10	"	Fensterer & Ruhe
28	"	Miscellaneous Orders
1	toys	L H Mace & Co
8	"	B Ilfelder & Co
4	"	R H Macy & Co
29	"	Strobel & Wilken Co

TRIESTE

158	packages glassware	A L Crawford
12	"	L Straus & Sons

BREMEN

2	packages glassware	L Straus & Sons
7	"	Endemann & Churchill
4	"	Samstag & Hilder Bros
275	"	Miscellaneous Orders
12	chinaware	C E Wheelock & Co
41	earthenware	L Straus & Sons
22	"	Eimer & Amend
24	"	Froeber & Vollrath
12	"	Knauth, Nachod & Kuhne
10	"	A Steinhardt & Bros
48	"	Geo Borgfeldt & Co
42	"	Karl Hutter
21	"	Strobel & Wilken Co
58	"	Miscellaneous Orders
188	toys	Geo Borgfeldt & Co
49	"	L H Mace & Co
10	"	Samstag & Hilder Bros
6	"	A Steinhardt & Bros
60	"	F W Woolworth
53	"	Strobel & Wilken Co
125	"	Miscellaneous Orders

HAMBURG

66	packages toys	Strobel & Wilken Co
32	earthenware	"
5	harmonicas	"

LIVERPOOL

7	packages earthenware	The Rowland & Marsellus Co
12	"	G F Bassett & Co
32	"	Geo Borgfeldt & Co
83	"	H C Edmiston
26	"	Maddock & Miller
7	"	Meakin & Ridgway
4	"	W H Plummer
20	"	L Straus & Sons
17	"	R Slimmon & Co
4	"	F W Jenkins & Co
11	"	E Boote
7	"	Froeber & Vollrath
25	"	Miscellaneous Orders
19	toys	Strobel & Wilken Co

HAVRE

70	packages chinaware	Theodore Haviland & Co
10	"	Endemaun & Churchill
112	"	Haviland & Co
35	"	H Kupper
17	"	A G Moment
13	"	J Pouyat Co
40	"	Wm Guerin & Co
19	"	L Straus & Sons
4	"	J H Venon
49	"	Miscellaneous Orders
140	glassware	E Utard
29	"	Miscellaneous Orders

LONDON

7	packages toys	Geo Borgfeldt & Co
34	"	Strobel & Wilken Co

ROTTERDAM

118	packages earthenware	Geo Borgfeldt & Co
7	"	Bawo & Dotter
6	"	L D Bloch & Co
10	"	Miscellaneous Orders
25	glassware	Graham & Zenger
25	toys	B Ilfelder & Co
8	"	F A O Schwartz
164	"	Miscellaneous Orders

SOUTHAMPTON

11	packages chinaware	C L Dwenger
8	"	Blakeman & Henderson
9	"	Ceramic Importing Co
25	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

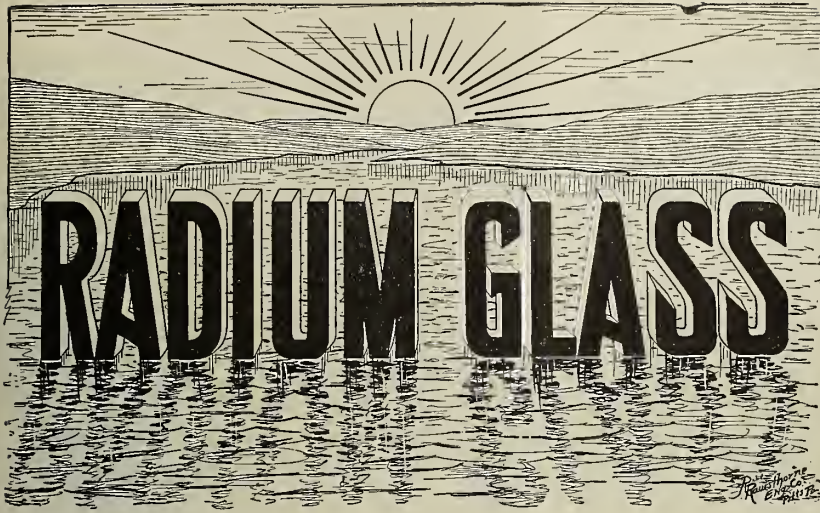
120	packages earthenware	Jones, McDuffee & Stratton Co
87	"	Mitchell, Woodbury Co
4	"	W N Proctor & Co
5	"	Meakin & Ridgway
15	"	E Boote
91	"	American Express Co
6	"	Stone & Downer Co
7	"	A W Chesterton

GLASGOW

5	packages earthenware	Mitchell, Woodbury Co
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ANTWERP

23	packages earthenware	Jones, McDuffee & Stratton Co
4	"	Mitchell Woodbury & Co
1	"	Stone & Downer Co
6	"	American Express Co
1	"	Jordan Marsh Co
80	"	Geo Borgfeldt & Co
4	"	Miscellaneous Orders



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.

THE EVERLASTING NEED.

The constant cry is for novelty – “Give us something new!” We KNEW you needed something new. Here it is, in MODERN STAINED GLASS.

WHAT }
HOW } Shall we show you?
WHEN }

MODERN STAINED GLASS is all we claim for it, and still more. You can easily find out for yourself.

EDWARD O. COLES, General Sales Agent.

J. MORGAN & SONS, 61 East Ninth Street, (near Broadway) New York.

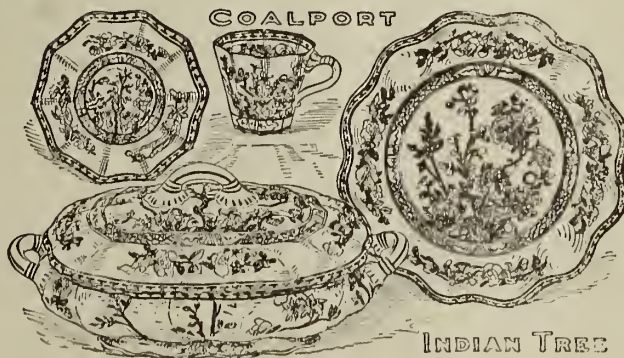


THE PEONY.

18-in. dome, 3-light cluster, 23 in. high.

JOHN DAVISON,

12 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

HAMBURG.

2	packages earthenware.....	Jones, McDuffee & Stratton Co
9	"	".....Ferguson Mfg Co
17	"	".....L Wolf & Co
29	"	".....Ocean "ransit Co
6	"	".....St. ne & Downer
3	"	".....Bawo & Dotter
28	"	".....L E Knett Apparatus Co
44	"	".....F W Woolworth
6	"	".....W N Proctor & Co
118	"	".....American Express Co
3	"	".....J B Moore & Co
85	"	".....Miscellaneous Orders

WINDOW GLASS TRUST INDICTED.

THE Imperial Window Glass Co. of West Virginia and sixteen officials and directors were indicted by a special Federal grand jury at Pittsburgh last week on three counts: First—conspiracy in the restraint of the hand-blown window glass trade in the United States. Second—engagement in illegal competition. Third—attempt to monopolize interstate trade.

The officials and directors of the company as named in the indictment are: President Myron L. Case, Maumee, O.; Vice-president M. J. Healy, Bradford, Pa.; Treasurer J. G. Sayre, Morgantown, W. Va. Directors: Thomas Spillane, New Bethlehem, Pa.; G. W. Morenus, Kane, Pa.; Thomas Camp, president Smithport Window Glass Co.; Wm. L. Graham, Masontown, Pa.; Felix Steinberger, Clarksburg, W. Va.; J. H. Brewster, Weston, W. Va.; J. G. Sayre, Morgantown, W. Va.; C. P. Cole, Lancaster, O.; O. C. Teague, Utica, N. Y.; Frank Bastin, Vincennes, Ind.; F. R. Wear, Kansas City, Mo.; A. Hudson, Chanute, Kan., and U. C. Baker, Carey, Kan.

The secretary of the company, J. R. Johnston, of Pittsburgh, was not named in the indictment. He appeared as the principal witness for the Government, and may, it is said, be granted immunity from criminal prosecution.

The indictment sets forth that the company, incorporated in West Virginia, April 14, 1909, has from that day to this acted as a selling agency and has prevented competition "by persuading and inducing

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—First class salesmen for an up-to-date factory line of crockery, commission basis, for Montana, Utah and Oregon. Don't answer unless you mean business and can "deliver the goods." Address Box 716, this office.

BUSINESS OPPORTUNITIES.

WANTED—On a commission basis by the best established agent in the Northwest, lines of novelties in metal goods, china or glass, especially adapted to the five- and ten-cent trade. Do not answer unless you have something first-class for the best trade. Address Box 717, this office.

corporations, partnerships and individuals in the window glass trade to enter into contract with the agency to sell their entire outputs of hand-blown window glass," and that the defendants were able to establish, fix and maintain arbitrary, unreasonable and non-competitive prices for window glass, greatly in excess of prices which would prevail if said defendants had not engaged in unlawful conspiracy."

It is charged that when glass-blowing concerns declined to enter such agreement the defendants proceeded to lease the factories with the purpose to monopolize the trade and restrain interstate commerce.

The statute provides that upon conviction of any one count a fine of \$5,000 or imprisonment for one year, or both, may be a maximum penalty.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York.

HEADQUARTERS FOR CUT GLASS.

SALES AGENTS FOR

W. H. GIBBS, Hawley, Pa.

J. HALTER & CO., Brooklyn, N. Y.

WHAT'S IN IT FOR ME?

LEARN ABOUT

Glass that won't crack from the heat.
The appeal of fine cut glass.
Art in lighting.
Character in globes.
Aids to gas supremacy.
"Phoenix Quality" whyness.
Making glass rightly.
Globes for cranks.
Glassware for big jobs.
Untarnishable glass.
The right design for the place.
Gain from right selection.

Our New Inverted Gas Catalogue "E" tells.

GET WHAT'S IN IT. SEND NOW.

THE PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street. PITTSBURGH: 2d Nat. Bank Bldg. CHICAGO: Heyworth Bldg.



NEW YORK, APRIL 21, 1910.

THE CONDITION OF BUSINESS.

An improvement over the exceedingly **New York** dull condition of the past month is noted. While the warehousing trade does not show much activity, the men on the road have been sending in better orders, and the mail requisitions have been very gratifying. The business for the season so far will even up with last year. Up to the first of March it was decidedly ahead; but the dull business of the windy month reduced the average, so that whatever was made earlier has been practically lost. The cause of the slump is mystifying. There is absolutely no reason that the average man can see why there should not be a good trade. All the factors that go to make business are normal—fair crops, good weather, labor well employed at high wages, no disturbing element of consequence—and yet business halts. The excuses given may or may not be correct. Unquestionably the enormous amount of money spent for automobiles has had its influence on orders for merchandise. An authority claims that \$400,000,000 will about cover the expenditures for motor cars this year. The high cost of living probably curtails the purchases of other luxuries—under which head pottery must be classed. And yet, judging from the imports of diamonds, the people still have money to pay for jewels.

Retail trade in New York is fair. If we were to accept unreservedly the statements of the department stores our report would be discouraging. But it has become a habit with them to say that business is dull.

Retail trade in the country surrounding New York is about normal, and in the West it is reported good.

Reports from the domestic factories are a little better this week. Most of them are running full, but it is principally on orders booked early in the season.

The jobbers who are supplying the smaller dealers are not complaining as much as the importers and manufacturers.

The summer season promises to be a good one. The early spring has stimulated keepers of seaside and summer resorts to activity, and great preparations are being made for the advent of warm weather.

An improvement in business with the **Trenton.** manufacturers was noted during the past week. Mail orders are very good, and the traveling men are showing an increase in their business. The potteries are busy in every department, collections continue to be good, and prospects are very encouraging.

Although between seasons, the general **Boston.** character of Boston trade is good. On May 1 the liquor licenses are effective, and the granting of these within the past week or so has caused a little rush in bar goods. Another fea-

ture of the market has been the demand for soda fountain supplies, particularly with "college ice" glasses.

Orders for the cheaper grades of glassware are in the lead, although some business is being placed for the higher-priced pressed lines. There is a fair demand for cut and etched goods. Collections are reported a bit slow.

An optimistic view is expressed by the glass manufacturers and china decorating concerns of this section. Orders are said to be plentiful, and the plants are being worked to their capacity.

Some potteries in the upper Ohio Valley have all the business they can handle. Others are not even comfortably busy. Very few orders are now being shipped at "urgent request." While as whole trade is good, there is not the rush and vim attached to buying as many anticipated.

AT BOSTON.

QUITE a business is being done at present in the refurnishing with crockery, glassware and lamps the summer cottages, hotels and boarding houses of New England. Statistics show that about \$6,000,000 are spent annually by tourists visiting New England summer resorts. This is based on the large number of visitors rather than the individual expenditures. To care for this influx of sightseers a large amount of everything in the furnishing line is required.

"Dean" Jones, of the Jones, McDuffee & Stratton Co., gives a very satisfactory report of trade conditions. (The writer is taking all the risk in conferring the "Dean" title on Mr. Jones; but fifty-three of active business in crockery and glass circles is certainly a record that is hard to surpass or even equal). He says that general retail trade is very good for this season; and the throng seen at the company's ware-rooms bears out the assertion. On the jobbing end outgoing shipments are numerous, although deliveries are not breaking records.

Murt S. Wallace, manager of the Boston office of the United States Glass Co., states that there has been an exceptional demand for the products of this

company. Bar glassware and soda-water supplies have been big factors on the sales sheets of the past few days, together with an exceptional call for table glassware. The line of this company comprises a wide variety of stock and special patterns that are recognized by the trade as "standards." Mr. Wallace's display rooms are undoubtedly the largest of the kind in the New England States for a branch office of any company.

The Central Glass Works, of Wheeling, W. Va., and the Duncan & Miller Glass Co., of Washington, Pa., are ably represented here by L. A. Fletcher, who said: "There has been a little spurt in sales during the past two or three weeks; but we are between seasons, so to speak, and a large volume of business is not expected. Although there has been a little briskness in bar glassware, it has not yet reached a large volume because of the uncertainty of the present 'bar and bottle' bill before the Legislature, which if passed would undermine conditions temporarily. Department store trade is fair here, and the same may be said of the rest of the New England territory."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Apr. 2, '10	Correspond- ing period 1909	Exports Jan. 1 to Apr. 2, '10	Correspond- ing period 1909
Boston	236	205	2022	1789
New York	152	80	2234	1170
Baltimore	95	465	4233	4326
Philadelphia.	43	1	1431	1359
New Orleans.	7	99	368	777
Newport News . . . . .	....	3	55	476
San Francisco . . . . .	....	....	....	96
Portland (Me.)	45	4	873	1685
Galveston . . . . .	....	....	239	161
Portland (Or.) . . . . .	....	....	....	....
Inland Points	68	9	868	274
Total	646	866	12323	12113

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Apr. 2, '10	Correspond- ing period 1909	Exports Jan 1 to Apr. 2, '10	Correspond- ing period 1909
New York	124	80	2072	2808
Boston	236	139	1685	1641
Philadelphia.	43	376	1293	1554
Baltimore	95	465	4286	4629
San Francisco . . . . .	....	....	....	96
New Orleans.	7	99	246	734
Portland (Me.)	45	....	530	1858
Galveston . . . . .	....	....	200	144
Newport News. . . . .	....	3	55	476
Portland (Or.) . . . . .	....	....	....	....
Inland Points	68	9	860	466
Total.	618	1171	11227	14406

The New York Crockery and Glass District.

Spring novelties, such as asparagus dishes, berry sets, etc., and seasonable goods of all kinds, are on display in profusion at L. Straus & Sons.' They are making a speciality of underglaze blues for the furnishing of seaside and country houses. As they say in their advertisement on our cover page, the goods look cool and inviting in warm weather, and are not only serviceable on the table, but are pleasing as wall decorations. Their import samples are intact, and they are still taking orders for early fall delivery.

Cox & Lafferty are showing a special line of punch sets from the Imperial glass company. Buyers who call this week will have the opportunity of buying, at a price, one of the best pressed glass punch sets ever put on the market. From the Seneca Glass Co. some special items in cut glass are being shown.

The Royal Copenhagen Porcelain Co. will remove to the fourth floor of the Crockery Exchange Building, 25 West Broadway, on May 1.

An attractive line of ice cream sets is among the seasonable displays at Haviland & Abbot's, and buyers who were over-conservative in the matter of import orders have an opportunity to get quick delivery from stock. The smaller dealer, who must buy closely, can also benefit by this immediate-delivery plan, and order by mail. The sets range in price from \$2.75 up. A number of the new deep 14-inch dishes are shown with fine inlaid gold effects. These sets are very suitable for summer gifts, and the dealer should not omit making such a suggestion on his display cards.

The new supplementary catalogue of the Art China Import Co., consisting of six sheets, is now ready for distribution to the trade. It is of interest to note the wide range of selection offered the buyer of white china by this concern. No less than 1,350 pieces are on view. Some very dainty souvenir articles of the celebrated Japanese "Noritake" brand, and having splendid firing qualities, are included in the supplement. This line is composed of forty

pieces, and besides the souvenir items includes sugars, creams, footed bonbons, etc.

The building on Fourth street formerly occupied by Geo. Borgfeldt & Co. has now seven different tenants who are in either the clothing or the hat business.

No sooner is one season over than our energetic merchants begin preparations for the next. At Meakin & Ridgway's they are so enthusiastic about the fall that even their employees have caught the infection and are acting as press agents. A few weeks ago Miss Crowe pluckily managed to fall down a flight of stairs, and now P. W. Milletot heroically tumbles down the Hudson Tunnel steps.

Graham & Zenger have leased the lofts at 40 Murray street, next door to where they now are, and will begin to move next week. They hope to have everything in order by May 1.

A new arboreal grape design has appeared in "modern stained glass" that is about the finest thing of the kind ever produced by J. Morgan & Sons. The decoration, on a portable, is in natural colors on a white body. The pedestal has hammered grape leaves in relief, as though they had fallen from the arbor above. Other designs are now receiving the finishing touches at the factory and will be on view at the show-rooms during the course of this week.

When Martin, Kornilow or Royal Gustafsberg china are mentioned one immediately thinks of J. H. Venon, who has the sole agency for these in this country. As is well known, these chinas come from France, Russia and Sweden respectively, and it is pretty obvious that a china buyer can find about anything he requires in the output of the three manufacturing factories.

Abels & Co. have just put out a new punch-bowl rack and cup hanger. The latter differs in shape from

anything they have hitherto made. Always alive to the wants of their patrons, they are adding to their line continually.

Several new shapes in white china for import are among the recent new arrivals at the J. Pouyat Co.'s showroom. Tete-a-tete trays, chocolate pots and jugs make up the consignment. The company has discontinued carrying a stock of these goods, and will give up one of their lofts May 1. The import business, however, has shown a marked increase this year, and the shapes are constantly being added to.

Etched, engraved and plain table glass in immense variety is on view at the wareroom of A. Grèdelue, the Baccarat glassware house. Orders from the road are fully up to expectations. The three factories at Baccarat, Rambervillers and Bertrichamps are very busy, and have enough orders on hand to keep working full time for a considerable period.

Handsome designs in gas and electric portables are shown by the Manhattan Brass Co. at prices that are, to say the least, tempting. This concern also carries an exceptionally large and varied line of kerosene lamps and burners.

Alumina earthenware is finding ready sale out of town, and the Royal Copenhagen Porcelain Co. are booking fine orders at present. The decorations on this earthenware are in strong colors, and have a character distinctively their own.

RATHER STARTLING STATEMENTS.

IN an article entitled "Tariff and Cost of Living" a correspondent writes to the "American Economist" as follows:

"As an 'ultimate consumer' I bought some china made by a well-known firm in Limoges, France. The retail price of the set of 100 pieces is \$50. The import price, as shown by published record, is \$10.09. The duty is 60 per cent. The import price, plus the duty, is \$16.14. The set reaches the 'ultimate consumer' at an advance of \$33.86, or 207 per cent over and above the invoice value, with the duty added. The advance over the foreign market value is \$39.91. In other words, of the total advance of \$39.91, or 395 per cent, only \$6.05 is tariff duty. Does anyone think that the tariff, especially the Payne-Aldrich act, is responsible for this tremendous profit? I can best answer that by stating that the published Government records show that this same set of dishes was sold under the Dingley law by this same firm of retailers for \$70—an advance of 593 per cent over the foreign value. But the tariff is exactly the same under both laws, showing conclusively that the tariff does not affect the retail price one way or the other. The retailers charge 'all that the market will bear.'

"But although this firm has lowered its price to the 'ultimate consumer' under the present law,

another firm has taken advantage of the popular clamor which lays the prevailing high prices to the tariff and has raised the price of its china 'because of the new tariff.' The clamor against the present law is based upon fraud and misrepresentation of the most despicable type, supplemented by the densest ignorance of the provisions of the law on the part of those who should inform themselves.

"The firm which sells the French china in question also sells domestic earthenware of the same pattern. But what a difference in the cost to the 'ultimate consumer'! The dealer pays the factory \$6.65 per set of 100 pieces, and sells it for \$10—an advance of 48 per cent. And yet they say the tariff robs the 'ultimate consumer' for the benefit of the domestic manufacturer. Let us see who is most benefited by the tariff.

"The clay from which tableware is made is worth, in the ground, from 25 to 50 cents per ton. Therefore the expense of manufacturing a set of dishes is almost all in the price paid for labor. In England the average earnings of potters is less than \$1.25 per day; in France, \$1; in Germany, 90 cents; in Austria, 80 cents; in Japan, 25 cents. In this country the average earnings are over \$3 per day. But for the tariff the American potters' earnings would drop to the English average within six months. Within a year every American pottery would permanently close its doors, every pottery workman would be out of a job, and the foreign manufacturers would have a clear field. Would prices go down? No; they would go up, for the foreign manufacturers would have no domestic competition, and the 'ultimate consumer' would have less to buy with than he now has, because his wages would be less.

"The effect that the tariff has on prices may be judged by an examination of the prices of common white earthenware. In 1852 the duty was 24 per cent, the selling price per assorted crate was \$95.30; in 1882 the duty was 40 per cent, and the price \$57.89; in 1908 the duty was 55 per cent and the selling price \$37.59. The tariff has gone up, the prices have gone down. The workmen and the 'ultimate consumers' have reaped the benefit.

"If the 'ultimate consumer' wants the tariff wall thrown down for the benefit of foreign producers he must have his desire; but the Lord have mercy on his pocket-book! The foreign producer will not."

BOSTON PLANS TO BE A FREE PORT.

BOSTON aims at establishing a free port in its harbor within the city limits. The design is to create, somewhat on the lines of Hamburg and other free ports of countries under a general protective system, a free zone into which raw materials would be admitted duty free to be manufactured for export without incurring the cost of the home tariff. Foreign goods would be held in storehouses as at present in Government bonded warehouses and re-exported as the conditions of trade allowed. If Boston provided such a free port within which New England manufacturers and merchants could find warehouses and manufactories capable of producing commodities at a less cost than those produced under the conditions of the domestic tariff, it is expected that she would derive benefit from the increased importance of her foreign trade, bring more shipping to her port and sustain a larger industrial population.

This idea has gone beyond the first stage. Mayor Fitzgerald in his former term of office put it into practical shape by petitioning the Massachusetts Legislature. Favorable action has been taken on it and a bill to carry the proposal into effect is now before Congress. It was to look over the ground here in New York, to compare the relative merits of waterfront and harbor facilities for ocean borne commerce, to see what has been done recently in the construction of railway and ship terminals, and to judge how far the problems of freight transportation are being worked out, that Mayor Fitzgerald accompanied the party of Bostonians who have been spending some time recently in New York on a strenuous round of sightseeing.

"FIRE" ENDS JULY 1.

AT a joint conference held Tuesday afternoon at the Ft. Pitt Hotel, Pittsburgh, between committees representing the American Association of Flint and Lime Glass Manufacturers and the glass workers' union, it was agreed that the summer stop this season should last for two weeks, commencing July 2.

PAIRPOINT WINS "DAISY" PATENT SUIT.

THE Pairpoint Corporation, of New Bedford, Mass., won its suit against the Thos. Shotton Cut Glass Works, Brooklyn, in the Circuit Court, New York, on Wednesday of this week for infringement of the patent on the "Daisy" pattern, and was awarded the statutory damages of \$250.

The defense endeavored to prove that designs embodying the features of the "Daisy" pattern were sold by S. Herbert, selling agent for the Shotton firm, more than two years prior to the date on which the patent was applied for. Under cross-examination Mr. Herbert admitted that he had made no effort to find illustrations of any article sold by him in 1906 on which the "Daisy" pattern was reproduced, nor to obtain any of the "Daisy" articles alleged to have been manufactured and sold in 1906 by the Shotton firm.

Wilbur Denny, glass cutter, made a very strong witness for the plaintiff, testifying that while he was employed in the Shotton works a sample of the "Daisy" patent was brought in and copied. He also contradicted the statement of Thos. Shotton that no "rubblings" were used in the Shotton plant.

The attorney for the plaintiff stated that the decision sustains the validity of the patent and renders everyone who has manufactured or sold infringing patterns prior to the institution of the suit in September, 1909, liable for damages in the sum of \$250.

It also places the Pairpoint Corporation in a position to obtain a preliminary injunction against the

further manufacture or sale of the "Daisy" pattern and to recover further damages for such goods made and sold since September, 1909.

CUT GLASS STRIKERS ORGANIZE COMPANY AT HONSDALE.

BOTH sides are holding out in the strike at Honesdale, Pa. Gibbs & Co. at Hawley are working a few frames, but the rest of the factories are closed down.

An unexpected move of the strikers developed this week when employees of different striking shops organized a company which is expected to open a cut glass factory next week. The officers of the new enterprise are: President, James Dunnigan; vice-president, Louis Afford; secretary, Edward A. Hartung; treasurer, John O'Hea.

OBITUARY.

JAMES R. WINDOR, fifty-three years of age, who was employed at the Delaware Pottery, Trenton, N. J., for a great many years, died suddenly at his home in that city last Saturday from heart disease. He had worked at his bench as usual during the day, but complained of feeling unwell soon after he reached his home. He grew steadily worse until he died. A widow and four grown children survive.

Otto Phole, an operative employed for a number of years at the Thomas Maddock's Sons pottery, Trenton, N. J., died at his home in that city April 12 after a long illness. The deceased was forty years of age and is survived by a widow and four children.

William T. Gruesser, father of Robert E. Gruesser, a well-known potter, formerly a member of the old J. Hart Brewer Co., died recently at his home in Ronkonkoma, Long Island, to which place he removed from Trenton, N. J., about ten years ago.

CUT GLASS TROUBLES IN BROOKLYN.

THE cut glass situation in Brooklyn is still in a somewhat unsettled state. It is said that the men are not satisfied with the arrangement made two weeks ago. They were under the impression that they were to get a straight wage of \$2 to \$2.50 a day. But a close reading of the agreement does not seem to indicate that such was the intention of the manufacturers. It is reported that the president of the flint glass workers' union has been sent for to straighten out the tangle.

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 21, 1910.

RAISE YOUR STANDARD!

THE purchase of stock by a retailer is a matter that calls for the exercise of judgment; otherwise he may have a quantity of unsalable goods left on his hands. What he likes, and would probably select for his own use, may not prove the right thing at all. He may prefer soft, subdued tints himself, whereas his trade may run to strong colors. His own taste is therefore no guide at all.

He ought to know thoroughly the peculiarities of his regular customers, and, when buying, always have in mind the idea that certain people will be likely to take this or that article. If he has a following that will pay for good ware, when he finds something that he feels he can urge upon a prosperous patron a few dollars need not stand in his way. He buys it with the moral certainty that he has a market for it.

The purchase of a small quantity of ware a little above the ordinary may have a very beneficial effect on his business. It will give a better tone to his stock and may be the stepping-stone to a betterment of all his lines. Of course if a dealer's trade calls for dinner sets at a given figure he will naturally supply that class of goods. But he also ought to have something a little better, and be able to explain why it is to the interest of his customer to take it in preference to the lower-priced article.

Too many buyers ask for goods to sell at given figures. They are not as anxious to get good wares as they are to secure articles that will retail at "popular" prices.

While it is true that the average "ultimate consumer" starts out to buy with a fixed price in mind, if the article to be purchased strikes his or her fancy a little more money will not stand in the way. Nine times out of ten, if the pattern suits and the salesman knows his business, the customer can be induced to purchase a dinner set twenty five per cent better than he or she intended:

It takes no longer to sell a good set than it does a poor one, and the higher the price the more profit there is in it for the dealer.

PERSONAL.

WHEN a man has once learned to love china he never gets over it. James Davison, who retired from the business some three years ago, dropped into Brother John's new store this week and couldn't just keep his hands off the ware, but was working as hard arranging cups and saucers as if he were paid for it. John Davison's new quarters on the ground floor at 14 Barclay street are very handsome.



Geo. W. Kinney, of Kinney & Levan, Cleveland, has recently been elected President of the Chamber of Commerce of his city. He presided at a banquet in honor of the event last Tuesday and delivered a stirring address.



A. J. Fondeville, of Fondeville & Van Iderstine, sailed for Europe on the Provence April 17.



C. K. Ovington, of Ovington Bros., Fifth avenue, this city, and his wife were passengers on the Minnehaha, which was wrecked on the Scilly Isles Sunday morning. The firm received a cablegram on Tuesday saying they had landed safely.



Hugh C. Edmiston, who sailed for Europe recently, will remain abroad six weeks.



John G. Sherer, formerly with the Burley & Tyrrell Co., Chicago, has severed his connection with this concern, and will start in the hotel supply business for himself shortly.



James Baum, the old-time pottery man, is making his home in Trenton. He is selling crockery on commission.



Marc. Lester, publisher of "Pottery, Glass and Fancy Goods," Toronto, Canada, headed a delegation of Freemasons which visited New York last week.

He brought his famous quartet with him. This week he is visiting the trade.



H. C. Vorenberg, of F. Vorenberg & Co., Boston, was buying Japanese goods in New York on Friday.



Geo. Semler, of Geo. Borgfeldt & Co., sails for Europe on the Kronprinzessin Cecilie April 26.



A. J. Tourageau, buyer for Henry Morgan & Co., Montreal, Can., came back from Europe last Thursday and spent a day or two in New York before he went home.



C. L. Whitehead, of the Providential Tile Co., East Trenton, N. J., was a New York visitor on Friday.



B. F. Drakenfeld sailed on Tuesday of this week on the Kaiser Wilhelm der Grosse for his annual European tour, accompanied by his wife.



J. H. Venon, who has been making a very successful tour through the West, arrived home this week.



Walter B. Elms, buyer for the Broadway Department Store, Los Angeles, Cal., returned from Europe on Friday of last week and left for home Monday afternoon.



W. M. Oddie, who was booked to arrive here on the 14th inst., was delayed in Europe, and only started on that date.



Wm. Howell, of Pitkin & Brooks, Chicago, arrived in New York on Monday.



E. F. Anderson and Geo. B. Jones were companions in a visit to Boston this week.



Percy Pownell, Western traveler for the Jefferson Glass Co., was in the District Monday.



N. P. Garvin, who has been on the road since the first of the year with the line of Rob't Slimmon & Co., returned to headquarters from New Orleans last Thursday with a well-filled order-book.



Richard Briggs, of Boston, was a buyer in the New York market Thursday, Friday and Saturday of last week.



Louis S. Carter, buyer for Snellenburg, Philadelphia, and Chas. L. Patterson, buyer for Carson,

Pirie, Scott & Co., Chicago, arrived home from Europe on Thursday of last week.



Chr. Clauson-Kass, New York representative of the Royal Copenhagen Porcelain Co., who has been traveling in the West, arrived home this week.



A. B. Levan, of Kinney & Levan, was a visitor to New York this week.



Mr. Perry, lamp buyer for Rob't Simpson Co., Ltd., Toronto, Can., placed a record order in New York Tuesday of this week. He returned home Thursday.



John J. Miller sails for Europe on the Carmania May 4.



Invitations are out for the marriage of T. T. Fryer, traveler for the Tajimi Trading Co., and Miss Jessie Lee, an accomplished young lady of Boston. The ceremony will be performed at the Hub April 27.

PECK WINS CUP.

ON Wednesday Eugene H. Peck and J. Duncan Dithridge played off a tie for the cup offered last summer by H. S. Mirrieles, then president of the Salesmen's Association. The contest was held on the links of the Essex Country Club, Orange, N. J. Considerable interest had apparently been manifested in this game, and a good "gallery" was expected. But the CROCKERY JOURNAL's representative was the only spectator.

Mr. Peck teed off at 9.40 a. m., and the trio started off on the three and a half miles required for the 18 holes. From that time till a little before noon it was steady play. Lunch was partaken of at 12.30, and the afternoon round began at one o'clock.

Mr. Peck played accurately all day. His drive of 275 yards on the thirteenth hole was a beauty. He was badly bunkered once in the afternoon, however, and but for that his score would have been larger.

An excellent play was that at the eighteenth hole. Peck had reached the green on three shots after some difficulty. Dithridge having got there in one, it looked as if he would pick up a couple of strokes on Peck, who was about fifty feet from the hole. By a remarkable put Peck made the hole for four.

Dithridge had some trouble with his driving early in the day and met with a bad bunker. He retrieved himself later, however. Laying aside his driver and taking a cleek, he began to get distance, and with it drew the eighteenth hole (210 yards) and holed out in two. It was certainly "great play."

The ground was very muddy after three days of

hard rain, and many of the balls buried themselves in the soft earth, making good scores impossible.

The score was as follows:

MORNING.

PECK.....Out, 45; in, 43.—Total 88.
DITHRIDGE..Out, 46; in, 45.—Total 91.

AFTERNOON.

PECK. Out, 47; in, 45.—Total 92.
DITHRIDGE..Out, 49; in, 45.—Total 94.

While this game was on John J. Miller, who had just been elected to membership in the club, played a foursome with John S. Wyeth, Samuel S. Owens and his son, J. M. Miller. Mr. Miller wanted it distinctly understood that Messrs. Wyeth and Owen were members of the Maddock & Miller staff for the day only, and would be discharged promptly at four o'clock.

MORNING.

JOHN J. MILLER Out, 46; in 44.—Total 90.
J. M. MILLER.... Out, 51; in, 47.—Total 98.
SAMUEL OWENS Out, 58; in, 57.—Total 115.
JOHN S. WYETH Out, 53; in, 57.—Total 110.

AFTERNOON.

JOHN J. MILLER Out, 45; in, 49.—Total 94.
J. M. MILLER. . Out, 50; in, 46.—Total 96.
SAMUEL OWENS Out, 54; in, 55.—Total 109.
JOHN S. WYETH Out, 50; in, 54.—Total 104.

Owens and Wyeth played John J. Miller and J. M. Miller.

WHEN TO MAKE COMPARISONS.

MANY sales have been lost by the salesman making a comparison of his goods with those of his competitors at a time when the customer was not really thinking of other goods.

The only time to compare your goods with those of a competitor is after the customer has first brought the matter up. But when the time does come for making comparison you want to be dead sure that the relative points of your goods are made to stand out in such contrast with those of your competitor's that there can be no doubt whatever in the mind of your customer as to the great advantages your goods possess over the others.

Don't fool yourself by saying, "I never run down another man's goods." You don't have to run them down, but simply show by actual demonstration that while the other fellow's wares may be very good yours are much better.

In making comparisons always be prepared to state just wherein your goods are superior. Don't be like the other fellow of whom the following true story is told:

A certain ex-railroad official, who thought his many years' experience in railroading would give him a great advantage in selling railroad supplies, was induced to start out to sell a track-jack; and as

everyone with whom he had spoken about it assured him that the jack was the best thing of its kind on the market, he went forth with unbounded enthusiasm and brilliant hopes of big stacks of orders.

But he had overlooked a bit. The very first purchasing agent upon whom he called, and to whom he declared that his "jack was better and different from all others," asked him to explain in what way his jack was different from the others.

He tried to side-step this query by saying that he "was not there to run down other people's goods, but to sell his own." To which the purchasing agent replied, "I don't want you to run down anybody's goods, but if I should buy your jack and my people should ask me why I bought yours in preference to the other fellow's I want to be in a position to tell them."

The result of it was that the salesman had to return to the factory and learn what he could about all other railroad jacks in order to sell his own.

In making comparisons never do so in a general way, but always in a specific manner. That is, compare a particular point in your goods with a particular point in that of your competitor's.

In laying your proposition before your customer for the first time always state it as clearly and forcibly as your abilities will permit without regard to other people's goods, as it is your business to impress your customer with the advantage your goods possess for him, and no mention should be made of competing goods until the customer forces you to do so.—*Salesmanship.*

IN MEMORIAM.

THE Trenton (N. J.) Potteries Selling Co. at a recent meeting adopted the following minute upon the death of Archibald M. Maddock, a member of the company:

"We receive with deep regret the sad announcement of the decease of one of our most valuable, active and beloved members, Archibald Middleton Maddock.

"With great sorrow we record upon our minutes his untimely passing away from this world, where his life was spent most actively for the benefit of his fellow man.

"He was one of the best known pottery manufacturers in this country, and one of the most successful; his judgment on business matters, ripened by years of experience, was sound and conservative; modest and unassuming, he nevertheless was a man of strong convictions and a wise counselor; he made friends by reason of his winning personality, and his business acquaintances had the utmost confidence in his integrity and honesty.

"A man tender of heart, charitable, a friend and helper of every good cause, whose death we deeply deplore.

"To his wife and family we extend our deepest regrets."

If you advertise quality be sure you can deliver it.

Around the Glass and Lamp Factories.

Pittsburgh and vicinity.

The lamp season just opening is expected to be heavier than last year. It looks as if the single-piece clinch-collar lamp would have a good sale this season, for many inquiries have been received by the manufacturers concerning this style. There is little, if any, variation in prices over those prevailing last season.

The Ripley Glass Co., Inc., which will operate the factory at Connellsville, Pa., illustrated in our last issue, has taken a suite of offices in the House Building, across Smithfield street from the Monongahela House, and opposite the Baltimore & Ohio passenger station. During the past week the contract for the erection of the furnace was signed, and construction will start as soon as possible. It is the intention to manufacture a high-grade pressed line and considerable special mold work. It is believed the company will be ready to start making glass on or about Sept. 1.

Frank Fenton, of the Fenton Art Glass Co., Williamstown, W. Va., accompanied by George Mortimer, of the Mortimer Glass Co., this city, has returned from an Eastern trip. Mr. Fenton spent some time in Pittsburgh on his way home.

The Oriental Glass Co. is now under the sole control of Andrew P. and O. J. Stock. Since the death of Mrs. Stock, the mother of these young men, the business has been taken over from other heirs until now they are the sole owners.

Orders for souvenir goods have started to come in to the decorating shops in a manner that indicates a busier season than during 1909. Some shipments of these lines have already been made.

David H. Prosser, of the United States Glass Co., who has been covering the Canadian territory, spent a few days at the home office during the past week.

The United States Glass Co. has a decoration on its one-piece clinch-collar lamps that promises to become very popular—a series of Holland scenes, principally showing children at play. The line is made

in all sizes. The company has four or five new lines of lamps out this spring.

Among the buyers here during the past week were the following: F. L. Van Deman, of the New York office of Butler Bros.; C. M. Osbourne, representing the F. W. Woolworth Co., New York; E. A. Bardol, representing the E. P. Charlton syndicate, of Fall River, Mass.; O. Lian, with L. Hoffnung & Co., Ltd., New York.

The Cambridge Glass Co. is now being represented in the Eastern Ohio and Western Pennsylvania district by F. F. Debolt, who also maintains an office in this city.

A special line of cut glass is being shown by Kinney & Levan from their factory at Honesdale, Pa., consisting of many small pieces, a special feature being made of covered bonbons. Over 300 items in cut glass are on display, every cutting being exclusive.

Manufacturers of tumblers are close observers of the Government crop reports, and the opinion is general that the fruit yield will be heavy this season and will create a demand for tumblers and jellies far in excess of last year, and in consequence many buyers are anticipating their wants now.

The Pittsburgh Lamp, Brass and Glass Co. is showing some new creations in portables this season especially adapted for the jobbing trade. Orders are very good for the line, and with the large variety of shades buyers have no trouble in making selections.



Business with the New Martinsville Glass and Mfg. Co. this season is pronounced the heaviest in the history of the company.

The tableware lines are proving to be very popular with the trade, while the lamp lines now being shown are the most extensive yet assembled at this plant. David Fisher, general manager of this

company, who has been in the West for a fortnight, has brought home a good volume of new business.

The Chippendale candlestick
Follansbee, W. Va. line of the Jefferson Glass Co. is having a most remarkable sale this season. The clearness of the glass and the square base and column make it one of the most attractive items of the character now on the market.

New cuttings in tumblers are being offered by the Rochester Cut Glass Co., and those shown on their bell-shaped tumbler have been well received by the trade. The sherbet line is having a heavier sale than ever, the drug trade in some parts of the country ordering liberally.

The several lines of "Radium"
Millersburg, O. glass being offered by the Millersburg Glass Co. have created a demand from dealers and jobbers that has exceeded the expectations of the company. Since the line has been taken up by the premium users a heavy business has been booked, while the novelties have found a ready sale among retail buyers. Tumblers are now being offered in "Radium" glass, and have proved excellent for packers' purposes.

MEIER ACQUITTED.

ALEXANDER R. MEIER, former secretary of the defunct Meier China and Glass Co., St. Louis, Mo., who was charged with the embezzlement of \$12,500 from the funds of the company, and placed on trial April 11, was acquitted after the jury had been out five hours. He has been ordered, however, to refund \$12,000 among the firm's creditors.

The charge against Meier grew out of the loan of \$3,500 which Jacob Stocke, of the Progress Press Brick Company, made to the Meier Company. To pay this it is alleged Meier drew a check for \$16,000 in June, 1908. Stocke cashed the check and is said to have given Meier the balance of \$12,500. The Meier Company's place was partially destroyed by fire on June 12, 1908, and \$32,000 insurance is said to have been collected, part of the stock that was saved being sold to Fred Ziegenhein for \$7,500. The company was forced into bankruptcy, and it is alleged that assets amounting to \$20,500 have not been accounted for.

Meier was arrested after a trip that took him as far as Honolulu. He was released on a \$20,000 bond signed by his father.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$182,527	\$165,340
Austria.....	39,127	35,650
France.....	97,065	72,806
Germany.....	117,400	188,543
Other Europe.....	8,212	11,179
Japan.....	28,149	68,363
Other Countries.....	5,356	5,928
Total.....	\$477,886	\$542,809

FOR EIGHT MONTHS ENDING FEBRUARY.

	1908	1909	1910
Great Britain...	\$2,204,751	\$1,497,885	\$1,768,657
Austria.....	738,969	658,392	605,960
France.....	1,648,664	1,020,967	1,174,667
Germany.....	4,082,540	2,508,530	2,817,380
Other Europe..	194,658	104,861	177,436
Japan.....	1,046,586	731,595	894,274
Other Countries	93,196	55,829	58,492
Total..	\$10,004,314	\$6,577,559	\$7,496,866

TOYS

	1909	1910
France.....	\$5,101	\$8,371
Germany....	122,009	207,173
Other Europe.....	5,572	8,673
Other Countries.....	12,622	27,238
Total.....	\$145,304	\$251,455

FOR EIGHT MONTHS ENDING FEBRUARY.

	1908	1909	1910
France.....	\$144,673	\$74,619	\$120,183
Germany.....	5,437,357	3,329,986	4,596,600
Other Europe..	264,128	163,437	231,122
Other Countries	132,025	87,421	125,547
Total.....	\$5,776,183	\$3,655,463	\$5,073,452

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1909	1910	1908	1909	1910
\$186,021	\$252,841	\$2,584,396	\$1,705,164	\$2,336,109

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1909	1910	1908	1909	1910
\$36,684	\$74,806	\$544,405	\$420,722	\$531,718

Among the Potteries

East and West

East Liverpool and Vicinity.

The pottery manufacturers of the upper Ohio Valley district were never more at variance in their statements about trade conditions than now. One small manufacturer reports having between \$17,000 and \$20,000 unfilled orders on file, while another says that sales are not near up to the business of the same time a year ago. Still another declares that only a fair amount of business is coming in, and that stocks in the white warehouses are valued at over \$30,000. Potteries handling scheme business appear to be very busy, and those catering to high-class trade assert that sales are heavy and that trouble is being experienced in finding enough workers for the decorating shops. Manufacturers catering to the middle-class trade say that business could be much better. All, however, report collections very good.

* *

Samuel B. Larkin, of the National China Co., who is spending a well-earned vacation in the West, is now traveling through Arizona. He is expected back at his desk May 14.

* *

John J. Ingalls, of Chicago, formerly manager of the Akron (O.) China Co.'s plant, was in the district during the past week. He is identified with the pottery trade now in the capacity of a broker and manufacturers' representative.

* *

Trade continues excellent with the Colonial Pottery Co. Not one kiln has been lost this year, with the possible exception of the time when the warehouse girls were on strike.

* *

Two additional decorating kilns are about to be erected by the Homer Laughlin China Co.

* *

Frank I. Simmers, who has been making a Western trip in the interest of the Hall China Co., has returned.

* *

After an extended tour through Spain, William H. Phillips, secretary of the Smith-Phillips China Co., has returned to his office. There is considerable activity about this plant, the Princess dinner shape

continuing in good demand, and the highest-priced treatments being the best selling propositions. Joseph Davis has just started West for the company.

* *

Cecil Taylor, Eastern representative of the Knowles, Taylor & Knowles Pottery Co., spent a brief season at the home office during the past week.

* *

The Monticello dinner shape of the Edwin M. Knowles China Co. continues to be a leader with the company, and salesmen have been forwarding some good business for the various treatments. This plant, according to Treasurer J. W. Irwin, is being worked to its capacity, and an excellent amount of business is on file. During the past few days, however, the mails have fallen off somewhat. But this is general throughout the district at this mid-season.

* *

The clay department of the No. 2 plant of the National China Co. at Salineville is working steadily. The first kilns of ware are expected to be fired off within a fortnight.

* *

W. C. Lynch and W. G. Jackson have started on their respective trips in the interest of the Taylor, Smith & Taylor Pottery Co.

✕

William S. Hancock, vice-president of **Trenton.** the Trenton Potteries Co., arrived home last Thursday from a three months' tour of South America greatly improved in health. While on this trip Mr. Hancock enjoyed the experience of being a member of the party which joined the North Pole to the South Pole, so to speak, for they unearthed Dr. Cook in his Andean hiding place and met Dr. Charcot on his return from his voyage in the Antarctic. The identification of Dr. Cook was made by Dr. Robert N. Keely, of Brown's Mills, N. J., who was Mr. Hancock's traveling companion.

* *

During the reconstruction of the quarters occupied by the National Brotherhood of Operative Potters in this city the organization will locate temporarily in the Woolworth Building here. The Risbam Building,

where the headquarters were located, was recently damaged by fire.

* *

Francis B. Lee, president of the Trent Tile Co., is spending several weeks on a business trip through the South.

* *

The strike at the factory of the Electic Porcelain Co. is practically settled Eleven Italian laborers went out because of the refusal by the company to increase their wages 1½ cents per hour. New men have been installed in their places, and no additional trouble is anticipated.



Will S. George, of the East
East Palestine, O. Palestine Pottery Co., was pleasantly surprised on the anniversary of his forty-fifth birthday recently by being presented with a large cake about which was placed forty-five candles and an equal number of carnations.



It is reported that officials of
Wheeling, W. Va. the Mannington (W. Va.) Pottery Co. will assume control of the Wheeling and La Belle potteries before the end of the spring season. The Mannington plant is rushed with sanitary business, and it is planned to place the two Wheeling factories on the same class of ware.



The American Gold Co. is running about three kilns of gold and silver decorated china a week, which is about the capacity of the plant. President George G. Garrett announces the appointment of the following representatives: P. K. and F. B. Clark, 411 Market street, Philadelphia; Harry S. Birch, 34 South Clark street, Chicago; W. N. Shaw, 730 Wabash Building, Pittsburgh.



An additional kiln is to be erected by
Minerva, O. the Owen China Co. This will give the plant a capacity of six kilns. Improvements are to be made in the clay department, and the capacity of the pottery will be increased about one-third.

A CONVENIENCE FOR SHOPPERS.

JUST inside each of the main street entrances of one of New York's department stores the shopper discovers in a conspicuous position a flat wire basket filled with cards. Having complied with the printed invitation to take one he finds himself provided with a miniature directory of the establishment.

Perhaps no more striking evidence of the expansion of modern storekeeping methods has been so concisely conveyed. The card is scarcely larger than a woman's visiting card. It is thin, but strong, and the corners are rounded so that it will not poke holes in pocket linings or become untidy itself by getting crumpled.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 19, 1910.

ANTWERP		
222 packages glassware.....	B Gunthel	
3 " ".....	A Berger & Co	
23 " ".....	Graham & Zenger	
56 " ".....	L Straus & Sons	
2,259 " ".....	Miscellaneous Orders	
72 " chinaware.....	Theodore Haviland & Co	
22 " ".....	Vogt & Dose	
12 " earthenware.....	Bawo & Dotter	
27 " ".....	O Goetz	
27 " ".....	G F Bassett & Co	
88 " ".....	L D Bloch & Co	
9 " ".....	E R Theiler	
3 " ".....	Fensterer & Ruhe	
5 " ".....	Frank & DeKeyser	
9 " ".....	Strobel & Wilken Co	
128 " ".....	Miscellaneous Orders	
1 " toys.....	F A O Schwartz	
7 " ".....	G W Travers	
41 " ".....	Koscherak Bros	
17 " ".....	B Illfelder & Co	
18 " ".....	Strobel & Wilken Co	

BREMEN		
2 packages glassware.....	L Straus & Sons	
82 " ".....	Miscellaneous Orders	
76 " toys.....	Strobel & Wilken Co	
27 " earthenware.....	"	

HAVRE		
2 packages chinaware.....	Haviland & Co	
1 " ".....	J Pouyat Co	
1 " ".....	Miscellaneous Orders	

KOBE		
15 packages chinaware.....	G H Bowman Co	
873 " ".....	Miscellaneous Orders	

HAMBURG		
5 packages glassware.....	Frank & DeKeyser	
23 " ".....	Froeber & Vollrath	
5 " ".....	Strobel & Wilken Co	
167 " chinaware.....	C E Wheelock & Co	
14 " earthenware.....	Strobel & Wilken Co	
1 " toys.....	Geo Borgfeldt & Co	
26 " ".....	Strobel & Wilken Co	
3 " harmonicas.....	"	

ROTTERDAM		
2 packages earthenware.....	Geo Borgfeldt & Co	
59 " ".....	Lazarus, Rosenfeld & Lehman	
66 " toys.....	B Illfelder & Co	

LONDON		
36 packages toys.....	Strobel & Wilken Co	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
33 packages earthenware.....	Jones, McDuffee & Stratton Co	
GLASGOW		
5 packages earthenware.....	Mitchell, Woodbury Co	

PAIRPOINT WINS SUIT.



1082. DAISY.

THE case of the Pairpoint Corporation, of New Bedford, Mass., vs. the Thomas Shotton Cut Glass Works, of Brooklyn, for infringement of its "Daisy" design, patent granted May 11, 1909, was decided April 20, 1910, in the United States Circuit Court for the Southern District of New York in favor of the plaintiff, sustaining its patent and awarding the damages asked for.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J B Williamson, with Jenkins & Co, c, Vancouver, B C. Prince George.
 P Johnson, of Chamberlin, Johnson, Du Bose Co, s, Atlanta. 31 Union Square.
 J W Boston, with The Famous, hf, St. Louis, Mo. 4 Washington Place.
 Wm Howell, with Pitkin & Brooks, c, Chicago, Ill.
 A B Levan, of Kinney & Levan, Cleveland, Ohio. Belmont.
 A E Ellis, with Almy, Bigelow & Washburn, hf, Salem, Mass. 2 Walker.
 A Heper, with W D G Barr, hf, t, St. Louis, Mo. 72 Leonard.
 G Louis, with Woodward & Lothrop, t, Washington, D C. 438 Broadway.
 O Phillips, with M'Creery & Co, Pittsburg, Pa. 214 Church.
 A Brodeur, of Brodeur Co, c, Montreal.

BUSINESS BRIEFS.

H. I. Weinberg has opened a five and ten cent store at 310 South Plymouth Avenue, Minneapolis.

An involuntary petition in bankruptcy has been filed against the Elmira China Co., Binghamton, N. Y.

The Hintz Crockery Co, 218 South Phillips Avenue, Sioux Falls, S. D., opened for business April 14.

The Woolworth Syndicate is negotiating for a lease of the R. A. Rockwell Crockery Store at Pittsfield, Mass.

B. I. Matthews has opened a twenty-five cent novelty store at Ligonier, Pa. He will carry a considerable stock of glassware.

The Minotola (N. J.) Glass Co. has received a monster order for snuff bottles that will keep half the plant running for three years.

The Wheatley Pottery, Cincinnati, was destroyed by fire April 19. Loss \$6,000. Flames started in kiln-shed. Much new work was lost.

Cromer Brothers will shortly open a dry goods, crockery and notion store in Charles City, Ia. This concern was for some years located at Osage, Ia.

The United States Art Glass Co., capitalized at \$25,000, has filed a certificate of incorporation at Hartford, Conn., to manufacture specialties made of

glass. The incorporators are Charles H. Dresser, Edward H. Warner and John P. Wheeler.

The retail china and glassware store of Harry Ludwig, 1309 Point Breeze Avenue, Philadelphia, was damaged to the extent of \$800 by a recent fire.

The stockholders of Butler Bros. have agreed to increase the capital stock from \$4,500,000 to \$10,000,000. A stock dividend of 7 per cent will be given to the present holders, who will also subscribe for \$2,250,000 of the new stock at par. The remaining \$100,000 of the new shares will be sold to employees of the company.

The Crandall, Pettee Co., now at 42 Renwick street, this city, will locate at 45 Beach street, near Hudson, about May 1. The firm is well known in the confectionery trade, and will soon become familiar to china and glassware manufacturers, as it is its intention to enter the hotel supply business shortly. E. C. Pettee, who will do the buying, is now skirmishing around for catalogues and general information.

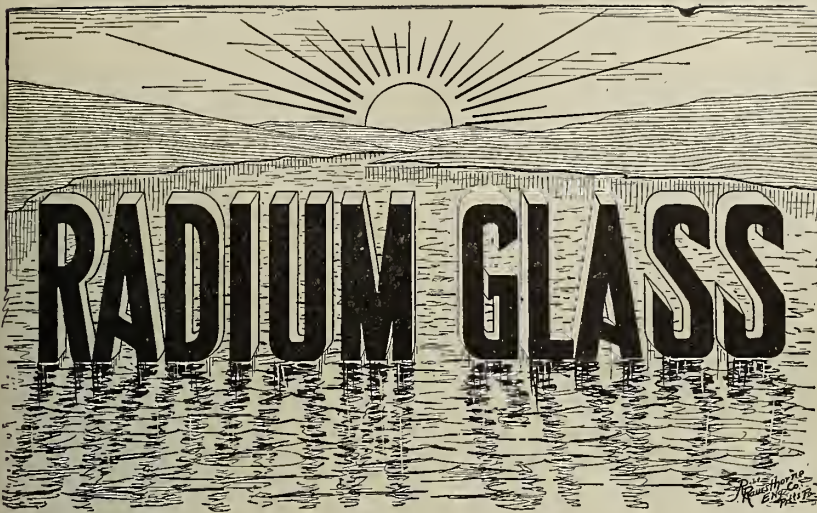
A SALESMAN'S EXPERIENCE IN BRAZIL.

DOWN in Brazil the work of the commercial traveler is carried on under somewhat more unfavorable conditions than it is here, according to Ludwig C. de Florin, a young Swiss who is with a big importing house in Rio de Janeiro. No making a "loop" every month down there, or even twice a year. When the Brazilian drummer starts out with his samples he does not expect to get back within from eighteen months to two years, the rural districts being somewhat behindhand in traveling facilities, and you never know when a mosquito full of the yellow jack is going to tackle you as you are navigating through a jungle.

Mr. de Florin didn't take a gloomy view of it, though, when at the Hotel Imperial recently he talked of his experiences. He has been in Brazil more than eight years and is going back. He thinks that American manufacturers lose a great deal of trade with that country by compelling Brazilian merchants to come all the way up here to look for novelties and trying to do business entirely by correspondence.

"Our house does business on the installment plan, and we have 360 agents in various parts of Brazil," said Mr. de Florin. "We have twelve men traveling for the house in Brazil, and as the country is so big and the population so scattered one commercial journey usually takes a long time. We import a great many American articles.

"We sold 600 American typewriters of one make last year thus doubling the importation into Brazil of that typewriter in one year. This we were able to do by a peculiar instalment system we have. One feature



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.



A TIP TO BUYERS!

Get "Improved Marbleclean."

HOUSECLEANING time demand cleaning preparations. If you sel marble statuary you need a marble cleaner; so do your patrons. Then why not get the best? "Improved Marbleclean" is positively the best marble-cleaning preparation on the market. It's used and recommended by leading dealers throughout the country. A trial will convince you. Send for free sample bottle and prices. Don't delay.

The J. B. FINN CO.,

12 and 14 State St. Chicago, Ill.

LA PORCELAIN LIMOUSINE

P L
LIMOGES
FRANCE

Formerly

M. REDON.



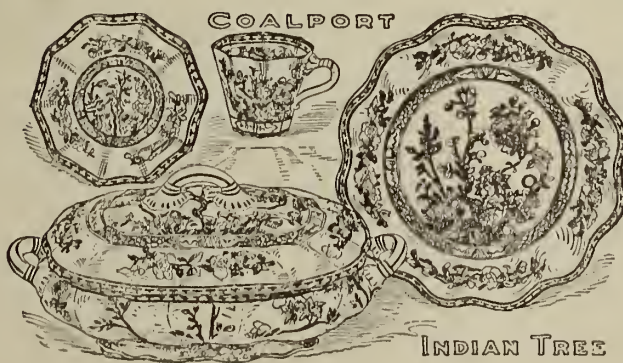
LIMOGES CHINA



ALFRED G. MOMENT, Agent, 25 W. Broadway, N. Y.

JOHN DAVISON,

14 Barclay Street, New York,



AGENT FOR

**COALPORT CHINA CO.
ADDERLEYS, LIMITED
GEORGE JONES & SONS**

Fine English China.

F. WINKLE & CO.
Earthenware.

STEVENS & WILLIAMS
English Rock Crystal.

Attractive Lines Kept Always in Open Stock.

WRITE FOR ILLUSTRATIONS AND PRICE LIST.

is that we have drawings every week. We form clubs of 500 members for the sale of typewriters and American automatic pianos. Each member pays a certain sum a week for 150 weeks, each one paying in advance for three weeks. The first lucky man gets his typewriter or piano for one week's subscription, the second for two weeks, and so on for the 150 weeks.

"One of our methods is to charter a steamer, which goes up the Amazon on a trip of a year or sixteen months. It is stocked out like a store and it trades all the way up into Peru, taking in exchange rubber or other products of the jungles. I have made two trips on this steamer. It whistles on approaching a camp, and if the natives wish to buy they signal and we come to a stop and the Indians are allowed on board, one by one. The goods are displayed on big trays. For the most part they are firearms and other practical things.

"Often the river is so shallow in places that we have to stop to wait for floods. Then there are apt to be delays for more serious reasons. A few years ago I was up the Rio Negro in the vessel when one day a native steward—I was the only white man on board—was bitten by a mosquito. He was dead within twenty-four hours. Then three others were taken with the same thing—it was yellow fever—and they died almost simultaneously. In all seven men, including the captain, succumbed, and I was left with only two, and none of us knew a single thing about a steam engine or steering the boat.

"We were helpless and almost hopeless. We had plenty of food, and the only thing we could do was to anchor. But the current of the river was so strong that it carried us steadily down stream notwithstanding. Of course we had a small boat and we used to go ashore to hunt, but the moment you put your feet into the grass down there the chances are that a snake will coil around your leg, and the insects are legion and monstrous. We lay at anchor, or rather we drifted, for nineteen days before help came along.

"In trading we would never land, as it was unsafe because of the Indians. On my second voyage I let three of the crew go ashore. Not long afterward we heard the sound of gunshots and my men never came back.

"Usually the steamer comes down to Manaus loaded with rubber and it is sold there or at Para. Our firm ships no rubber. There are practically no railways in northern Brazil, and to get about the traveler has to depend upon a little local steamship company.

"This year promises to be the best ever experienced from a business standpoint. All the crops promise well. I cannot understand why American manufacturers do not think it worth while to send out commercial travelers to Brazil. The Germans are every year increasing the number they send down there, and they are doing lots of business. It is of no use for a foreign house to imagine it can do business in Brazil by correspondence, especially in the interior. Scarcely any merchant in an interior down will take the trouble to reply to a letter. But if you show them

samples they will trade every time. Why, I know of some experienced travelers for German houses who in the course of a year have turned in orders to their houses amounting to 1,400,000 or 1,500,000 marks (\$350,000 to \$375,000.)

"For any firm down there that wishes to import American novelties it is necessary now for some member of it to come all the way to the United States instead of having the samples shown him down there, which does not seem like a good business idea. The Brazilians do not mind prices so long as the quality is good. It seems to me that as all indications point to Brazil's being the coming country for a great expansion of American trade and is an excellent market for American goods, it would pay American manufacturers at least to make an investigation of the possibilities down there."—*Sun*.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—On a commission basis by the best established agent in the Northwest, lines of novelties in metal goods, china or glass, especially adapted to the five- and ten-cent trade. Do not answer unless you have something first-class for the best trade. Address Box 717, this office.

WHAT'S IN IT FOR ME?

LEARN ABOUT

Glass that won't crack from the heat.
The appeal of fine cut glass.
Art in lighting.
Character in globes.
Aids to gas supremacy.
"Phoenix Quality" whyness.
Making glass rightly.
Globes for cranks.
Glassware for big jobs.
Untarnishable glass.
The right design for the place.
Gain from right selection.

Our New Inverted Gas Catalogue "E" tells.

GET WHAT'S IN IT. SEND NOW.

THE PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street. PITTSBURGH: 2d Nat. Bank Bldg. CHICAGO: Heyworth Bldg.



NEW YORK, APRIL 28, 1910.

THE CONDITION OF BUSINESS.

While there has been a little activity **New York** in some houses, business is not at all satisfactory. It is so late in the season now that not much is expected in the warerooms, and it must be confessed that up to date the road business has not been what it should. It is a curious fact that while the salesmen are not succeeding in persuading buyers to purchase in large quantities, mail orders are more than usually good. Another notable feature is the spasmodic character of business—good in spots one week and dull the next. Then the places where nothing was doing would have fair business, while the active ones would slump. It would seem as if buyers were only purchasing for immediate requirements. As has been the case for years, the West is taking more in bulk than the East. The South has been doing well in some sections and very poorly in others. The importers are not discouraged, as they feel that only a small percentage of the trade has placed import orders, and they are still in hope that their travelers will get the business before it is too late.

Trade conditions continue favorable, notwithstanding the reports of storms and frost throughout the West. Visitors from the Northwest say the newspaper reports are very much exaggerated, and that not one-third the damage reported has been done. Statistics show that the thermometer must go below 20 when fruit is early-budded and must descend to at least 26 when full-budded before much

damage will accrue, and cereals are not at all affected at these temperatures. There will undoubtedly be some loss, both in fruits and cotton, but not enough to be alarming.

The lack of present animation in business circles is puzzling, and in different sections different causes are assigned. In the West it is politics; in the East, gold shipments; in the South, short cotton crops. There really is no reason. It just happens. People have plenty of money. They can buy automobiles and go to Europe—no less than four thousand went last week. When people want money they manage to find it. They will require crockery and glass before long, and the money will be forthcoming to buy it. It is only a question of time.

Retail trade in New York improved a little this week, and there was some demand for cottage furnishings and hotel supplies.

Pittsburgh and vicinity.

Mail orders with glass manufacturers appear to be greater than the amount of business the salesmen are sending in. The condition existing throughout the country is one that is hard to understand. Salesmen covering certain territory would one week do a good business, while mail orders would be light. The next week it would be the reverse, the mail orders exceeding those from salesmen. The

factories, however, are busy, and indications are that they will remain so until the end of the present fire.

Business among the local manufacturers **Trenton.** continues to be surprisingly good, and in a number of factories sales records are being broken. The majority of the warehouses are taking on a dilapidated-looking appearance due to the heavy drain of orders. New lines are being prepared, and the outlook for the next few months is particularly bright.

The "bar and bottle" bill has been held **Boston.** up for another year, and considerable activity is now expected in bar glassware. If this bill had passed it would have made havoc with the liquor interests, and diminished glassware purchases would have resulted.

While some of the potteries hereabouts could handle a great deal **East Liverpool and Vicinity.** more business than they are getting, one small plant has over \$20,000 unfilled orders on its books. Although there has been a falling off in trade during the past fortnight, every pottery hereabouts is running, and no fear is expressed over the future.

Pottery manufacturers here are **East Palestine, O.** taking care of a large business, and one company is increasing its capacity. Mail business is good, while salesmen and commission houses are sending in very satisfactory orders.

THE TARIFF BOARD.

THAT the powers of the existing Tariff Board will be so broadened as to give that body authority to make extensive investigation into cost of production here and in foreign countries, says a special dispatch to the New York "Sun," is assured as a result of recent conferences between Senate and House leaders. The "tariff commission plan" was a bone of contention between the regulars and the insurgents during the fight on the Aldrich-Payne law. A compromise was effected satisfactory only in part to the insurgents in the form of the Tariff Board that is now operating under the direction of President Taft.

In a recent message to Congress the President asked for an appropriation of \$250,000 to enable the tariff Board to continue its inquiries. Announcement has already been made by Representative Tawney, chairman of the House Committee on Appropriations, and Representative Walter I. Smith, one of the House leaders, who is a member of the Committee on

Appropriations, that the sundry civil bill now being framed will authorize the appropriation desired by the President. In addition it will broaden the powers of the board to such an extent, in the opinion of Republicans, as to lay down the agitation against the tariff law.

If present plans are carried out the Administration will authorize at the beginning of the new fiscal year the most comprehensive inquiry into cost of production that has ever been undertaken by the Government. The inquiry will be begun in this country and touch every industry affected by the more important schedules of the tariff law. After the investigation has been concluded here it will be extended to foreign countries with a view of making comparisons for use in future revisions of the tariff.

President Taft does not look for another general revision of the tariff before the expiration of his term on March 4, 1913. There is a fair prospect, however, of piecemeal revision along certain lines, dependent upon contemplated investigations by the Tariff Board.

SELLING AGENTS APPOINTED.

LOCAL agents to handle J. Morgan & Son's "modern stained glass" hanging fixtures and electroliers have been appointed as follows:

H. A. Winternight, Jr., Eleventh and Market streets, Philadelphia; W. C. Downs, 33 Adelaide street, Toronto, Canada; Vehicle Supply Brokerage and Commission Co. Seattle and Tacoma, Washington; Charles C. Gross, Memphis, Tenn.

While applications are being received daily from people desiring to represent the line, desirable territory is still vacant. Samples, instructions, and all possible aid will be given to agents, and it is the desire of Mr. Coles, the general sales agent, to make all appointments at the earliest possible moment.

B. W. JACOBS RETIRES FROM THE JEFFERSON GLASS CO.

IT has been an open secret for some time that the Jefferson Glass Co. at Follansbee, W. Va., was about to change hands, and on Monday of this week we received official notice that Harry Schnellbauch, manager of the Macbeth-Evans factory, had bought a large interest in the concern. Mr. Schnellbauch is a man of large experience, and will maintain the high standard of wares produced. B. W. Jacobs, who has been managing the plant, has retired, and on another page makes a statement to that effect. He deserves a great deal of credit for turning out beautiful goods, and claims to have made money at it. The best wishes of the trade will follow him wherever he goes.

The New York Crocery and Glass District.

The buyer who can use a high grade line of dinnerware and who has not discovered the A & P Austrian china at Bawo & Dotter's, has missed the opportunity of selecting from one of the finest lines of its kind and price ever shown in this country. The china is as near perfection as skillful hands can make it, and the decors, from the cheaper floral decals to the elaborate gold band and lace treatments, are remarkably free from even the slight defects of missing points or broken lines. That these goods are in stock for immediate delivery is important to the small retailer who does not import.

The new conventional designs in deep plate etchings shown on blown stemware and tumblers by the Fostoria Glass Co. are among the most attractive in the District. As is well known, conventional designs are "the thing" just now, and those who have as yet neglected to do their purchasing will make a mistake in not seeing this glassware. A specially attractive and moderately-priced table centerpiece, consisting of five small vases joined by a dainty clear glass chain is also among the specialties of this company.

Cox & Lafferty are showing new Japanese vases for immediate shipment from stock; also some cheap cups and saucers. From the Imperial glass company a new line of glass vases is the special attraction. The Seneca Glass Co. are working full force day and night to keep up with orders.

A distinctive decoration on French fancies shown by Blakeman & Henderson, which, while simple, carries an air of richness, is a white and gold treatment obtained with a coin gold edge band surrounding a border of raised paste gold scrolls. The pieces are odd ones, such as olives, celeries, plates, puff boxes, hair receivers, and trays. All fine quality Limoges.

Besides the new "Dew Drop" lighting glassware with which the Consolidated Lamp and Glass Co. are having such success, a new assortment of

melon-spread shades in tinted and iridescent effects has been added to the line. The new shades have soft, melded colors that appear to good advantage with or without illumination—a very desirable feature.

To go through the Art China Import Co.'s salesroom is a treat to the lover of gracefully-modeled white china for decorating. It would be a difficult proposition to single out any one or group of pieces for special description. A buyer who was looking over the line recently said: "I haven't time this trip to see the other houses for white china; and even if I had I doubt if I would, as you seem to have everything I desire."

The time has gone when lamp buyers were satisfied with mere appearance, and the retailer who has been having indifferent success with these staples would do well to thoroughly examine his stock. It will not be surprising if he finds that, although the lamps look fairly well, they may be carelessly and unsubstantially made. The general public is getting more and more exacting in its demands. The Plume & Atwood Co. have long appreciated this, as their latest lamps will testify. These are strongly made, and with ordinary care will last for years. Style has not been sacrificed in making durability a feature.

A. P. Doctor, New York representative of the Central Cut Glass Co., has been summing up the amount of his sales so far this year, and finds that he has broken every record since the establishment of the factory in 1864.

Wm. W. Warrin, the pottery man, has received samples of a new wide-mouth semi-porcelain fruit-jar funnel. It will not rust like tin, nor chip off like the cheap enamel or granite funnels, and the retail price of ten cents should make it a good seller during the canning season.

New effects in leaded and cathedral glass shades are exhibited at the showroom of the Phoenix Glass Co. which depart considerably from the shapes and decors of past years. They are of the inverted style

and suitable for gas or electricity. A feature of this season's production is the group style of fixture, which consists of a central shade with from two to six others on a higher plane.

The new samples of gas and electric domes are now on display at the Goodwin & Kintz showroom, and there isn't a "dead one" in the list. The styles are variations of leaded and bent glass, effects made up of mosaics, plain panels, or combinations of both in several colorings.

Richard Kohn assumes charge of the New York office of the J. D. Bergen Co. May 1. He will retain his hammered brass and Italian marble lines. The Warner-Keffer china line has been taken over by Alex. B. Menzies and will be handled in conjunction with the latter's agency for the John B. Higbee Glass Co.

Attractively arranged in large, airy rooms, the complete new line of gas and electric portables of the Bradley & Hubbard Mfg. Co. is making its bow to the trade. Everything from the small, inexpensive table and desk portable to the high-priced hand-wrought bronze fixture is on view. Beautiful colors and delicately-worked-out designs are everywhere. The company has produced a line that it is confident will meet with big success.

When Theodore Roosevelt went into the White House as President he gave Van Heusen, Charles & Co., of Albany, N. Y., an order for Wedgwood china which included big dinner, tea and breakfast sets complete. Kennard L. Wedgwood reported on Tuesday that a large repeat order had just been sent to the factory in England.

Abels & Co. are making a new six-plate rack and also one for berry sets, in both brass and white wire. They have also improved their brass and rubber-covered easels, flat or spring plate hangers and punch-cup hooks. The latter they make in gilt or silver, single or double. They invite correspondence and will send samples on request.

Thos. S. Hamilton, formerly buyer for McCreery & Co., is now showing a line of gas and electric portables with art dome shades at 47 Barclay street, over the Rowland & Marsellus Co. The patterns are very good and the prices reasonable.

Fine coin gold incrustations to match similar decors on china are features of the Theresienthal crystal glass displayed by Graham & Zenger. The samples include a full line of stemware, nappies, grape fruit, and other specials.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- F A Monte, hf, t, G Fox & Co, Hartford, Conn. 320 Church.
- A J Lilburn, t, Olds, Wortman & King, Portland, Ore. 438 Broadway.
- S S Brinsmaid, c, Brinsmaid & Co, Des Moines, Iowa. Martinique.
- J Macfarquhardt, S Kann Sons & Co, Washington, D C. 621 Broadway.
- S M Averill, l, Jordan-Marsh Co, Boston, Mass. 31 Union Sq.
- A Heper, hf, t, W Barr Co, St Louis, Mo. 72 Leonard.
- D S Levy, t, J Goldsmith & Sons Co, Memphis, Tenn. 40 W 22d.
- Thos Pinder, c, Ogden, Howard & Co, Wilmington, Del.
- Mrs I Martin, c, Riverhead, N Y.
- A Weill, hf, c, Spokane Dry Goods Co, Spokane, Wash. 260 Broadway.
- C W Weatherhead, hf, M M Redmond, Washington, D C. Broadway Central.
- R Conde, c, J Olliveri, Mexico City. Brevoort.
- C F Longacre, hf, Bush & Bull Co, Williamsport, Penn. Hotel Grand.
- C F Schwerdtman, t, Schwerdtman Toy Co, St Louis, Mo. Hotel Grand.

AT BOSTON.

A VISIT to the Boston headquarters of the Pittsburgh Lamp, Brass and Glass Co. is a revelation both for artistic arrangement and magnitude of display. In the exhibit are samples of their new chain Mission effects in hanging fixtures for gas. In appearance these resemble electric fixtures, but close inspection reveals a small tube for gas running through the centre of the chain links. G. E. McFarlin, manager, leaves May 1 on his regular spring trip to the New England trade.

John J. Curry, china buyer for Houghton & Dutton, who is on his way home from Japan, will stop at the various trade centres before returning to Boston. This firm is using considerable space in the Sunday papers advertising a china, crockery and glass sale. It's the first time for a considerable period that any department store has given so much attention to this end of its business.

The two New England travelers of the United States Glass Co. are sending in good orders. James Bryce is touring Connecticut, and M. A. Lowell is covering Western Massachusetts. Commenting on business, Manager Murt S. Wallace said: "It is gratifying to note that buyers are purchasing more freely of the staple lines, and this is actuated solely

by the brightening of local conditions. Buyers watch the local markets sharply, and the large orders booked are evidence of how things are shaping."

George H. Bowman and Wm. M. Oddie are calling on the local trade this week in the interest of the Bowman Co. They are stopping at Young's.

The Bradley & Hubbard Mfg. Co. have discontinued their Boston office at 184 Franklin street.

Mr. Ryan, former china buyer at the store of Harris & Mowry, Woonsocket, R. I., is now buying for the Bon Marche at Lowell, Mass. E. J. Gilmore, the former buyer, is now general manager of the whole store. Mr. Gilmore spent several days in the local market last week.

Henry T. Edwards will call on the New England trade shortly with the Fostoria Glass Co.'s line of decorated lamps.

The Jones McDuffee & Stratton Co. will shortly celebrate the hundredth anniversary of the founding of the business—details of which will be duly published in the JOURNAL.

ALLEGED SWINDLERS NABBED.

MERCHANTS throughout the country have been robbed of over \$500,000, and the jewelry trade in New York, Rhode Island, and other States has suffered a loss of \$20,000, declared the Jewelers' Board of Trade of 15 Maiden Lane on Tuesday, when it learned that the Federal authorities had arrested simultaneously in different cities nine men, who it is said have been operating a gigantic swindle in the South for several years.

The prisoners, seven of whom are brothers, and the towns in which they were caught are; Jesse H. and Daniel H. Shreve, in San Antonio, Texas; A. C. Shreve, in Tuscaloosa, Ala.; R. T. Shreve, James E. Shreve, Hilliard Shreve, George H. Schreve, and two negroes, William Franklin and John Johnson, in Montgomery, Ala.

The Shreves operated a chain of general stores in Alabama under the name of the City Jewelry Co. One of these stores was in Montgomery and another in Greenville, Ala. By financial statements to the Jewelers' Board of Trade of this city they obtained a standing and credit in the trade so that goods of all kinds were shipped to them. They said they had a capital of \$15,000, with assets of \$19,463 and no liabilities.

For a time things went along all right, but on Sept. 26, 1909, the store at Greenville, unprotected, it was said, by insurance, burned to the ground. The Shreves announced that \$20,000 worth of jewelry which had been shipped by them to it had gone up in

the fire. At once the company began to be pressed by creditors, and an involuntary petition in bankruptcy was filed against the firm.

Though the loss in this fire was comparatively small, it led to an investigation. The Jewelers' Board of Trade here took up the case and a committee was appointed to obtain Federal help.

The investigation soon showed that the company was insolvent, having less than \$1,500 stock on hand, and losses aggregating between \$35,000 and \$40,000 in a few months. On closer investigation, says the Jewelers' Board of Trade, it became apparent that large quantities of goods were being shipped about the country to avoid turning them over to the authorities after the bankruptcy petition was filed. Finally the Federal authorities as well as the jewelry manufacturers who had shipped the gems alleged to have been burned up obtained evidence that the packages sent to the Greenville store from Montgomery were only dummies containing cheap jewelry and that \$20,000 worth of real gems had been secreted by the gang.

This was proved, it is said, when the Federal investigators found in the Trade Supply Co. of Andalusia, another in the chain of stores, jewelry valued at this amount which had once been part of the stock of the Montgomery store. This single case was considered enough to warrant the immediate arrest of the men, but it is expected that other cases of a similar nature will be unearthed when the prisoners are arraigned.

INSURANCE AGAINST LOSSES BY STRIKES.

A FORM of indemnifying insurance to protect employers against losses by strikes has been in use in Germany with beneficial results. The history of the insurance from a dollar and cents standpoint seems to show that the existence of this form of protection has had a very salutary effect upon both employer and employee. The form of insurance makes it unnecessary to pay any claim where it can be shown that the employer has been in any way unjust. It works, therefore, to minimize intolerance on the part of the employer. It has an equally satisfactory influence on the attitude of the employee. He is likely to be very careful about engaging in a strike when he realizes that the employer is protected by insurance against losses arising from strikes, and he is therefore deterred from causing annoyance if there is a chance that he has not a good side of the argument. These facts are brought out, as stated, from the figures, which show that some \$48,900,000 insurance was written in one year and only \$36,523 was paid to claimants. Incidentally the ratio of losses paid to insurance written was 74.6 cents to \$1,000. In view of the close attention now being paid to employers' liability insurance, the experience is interesting, to say the least.—*Metal Worker*.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 28, 1910.

MORE ABOUT THE "DAISY" PATTERN.

MANY inquiries have reached the JOURNAL during the past week relating to the verdict for the Pairpoint Corporation against the Thos. Shotton Cut Glass Works for infringement of the "Daisy" patent, disclosing considerable doubt as to the rights of manufacturers to use the daisy in other than groups of three. Just what these rights and limitations may be, however, can only be determined in separate actions at law. The suit referred to in the JOURNAL of last week was decided on certain specific evidence, and the jury agreed that a particular cutting used by Shotton, embodying a group of three daisies, in conjunction with a stem and spray of leaves, was an infringement. It should be noted that the use of one, two, or more than three daisies did not enter into the question at law. The plaintiff stipulated that a patent was not claimed on the single daisy—only the grouping of three. This stipulation, the plaintiff's attorney stated later, did not waive any rights that the plaintiff might have to the exclusive use of the daisy, singly or in groups.

So far as the preliminary injunctions are concerned, it is not possible to predict what particular daisy cuttings or combinations would be construed by a court to infringe, or to come under the head of "unfair competition." Here again the decision would be rendered after due consideration of the specific merits of the individual case.

The question of abandonment was brought up in the suit of last week, as the testimony showed that

the "Daisy" pattern had been cut and sold by the plaintiff more than a year before the application for patent rights. The design was first shown to the trade in January, 1907, and the application for patent rights made in December, 1908. The defense moved to dismiss the case on the ground of abandonment, but the Court refused to entertain the motion. In his charge to the jury the Court stated that the question of abandonment could not be entertained because the defense had failed to plead abandonment in answering the complaint, and therefore the plaintiff had not received the notice of such defense as required by law.

Courts have held that parts of one or more patented designs may be used in producing other new and distinctive combinations, provided that the new combination or design shows sufficient invention or originality to remove it from the pale of a colorable imitation or unfair competition.

The attorney for the Shotton firm avers that his clients have the right to cut patterns embodying one, two, or more than three daisies. The attorney for the Pairpoint Corporation, however, contends that the daisy cutting occupies a position very similar to that of a patented trade mark, and is subject to the same protection under the law.

PERSONAL.

IT is impossible to avoid thinking of the line, "Breathes there a man with soul so dead," etc., when J. B. Williamson, of the Williamson-Jenkins Co., Vancouver, B. C., is talking. He says that the climate of his city is well-nigh perfect. Thunderstorms are unknown. If snow falls—a rare occurrence—it is gone in twenty-four hours, and the grass is green all the year round. He says the place is growing so fast that it is hard to keep up with the improvements. The harbor is landlocked and would accommodate the navies of the world. He claims that when the Panama Canal is completed Vancouver will be the greatest export point of Canada.



Wm. M. Oddie arrived in New York last Thursday from a trip to Europe in the interest of the Geo. H. Bowman Co. Mr. Bowman came on from Cleveland to meet him, and together they went to Boston.



Geo. B. Jones, New York representative of Johnson Bros., Hanley, England, sails for Europe May 4 on the Carmania for his regular annual visit. He will be gone about six weeks.



A welcome visitor to the JOURNAL office this week was Pietro Nebbia, editor of the "Glass and Pottery Gazette" of Milan, Italy. This is Mr. Nebbia's first

trip over, and, as usual with foreigners, he is greatly impressed by our skyscraping buildings. He will remain here until May 4.



H. S. Lincoln, the representative of the Novelty Stamping Co., is still a very sick man. He has been absent from his office for some weeks now.



John Davison sails for Europe Wednesday, May 4.



M. B. Kerr, president of the Iroquois China Co., Syracuse, N. Y., spent a little time this week with E. L. Bates, the New York representative.



R. H. Yarwood, formerly buyer for W. V. Snyder & Co., Newark, has taken a position as salesman with Steinfeld & Co., 520 Broadway, this city.



Geo. H. Service, who has been traveling South for K. L. Wedgwood, is on his way home by steamer, Savannah being his last stop.



G. H. Miller will return next week from an extended trip through the West in the interest of Fensterer & Ruhe.



C. H. Woodbury, of Mitchell & Woodbury, Boston, visited the District last week on special business.



S. M. Averill, with the Jordan-Marsh Co., Boston, revived the hopes of the District lamp men upon his arrival Monday.



Conrad Schumacher, of Tiffin, O. succeeds H. M. Libengood as manager of the Wellington Glass Co. at Cumberland, Md.



Edward Boote will sail for Europe May 28.



Wm. Vanderbilt Higgins, the old-time pottery salesman, showed a smiling face in the District this week and favored our office with a call. "Age does not wither, nor custom stale his infinite variety."



F. W. Moore left New York Monday for a short expedition through New York State with the samples of Wm. R. Noe & Sons.



T. J. Quigley got away Monday for a two weeks' dash among the lighting glassware buyers of the Empire State.



W. K. Andrews, formerly with A. D. Matthews, Brooklyn, but now buyer for Jonas Long's Sons,

Scranton, Pa., was in New York the latter part of last week to attend the funeral of his mother.



Mr. and Mrs. John H. Gray, Tannersville, N. Y. made the rounds of the District last week to place the season's orders.



H. Wechsel left on Monday for a short trip through New Jersey for Koscherak Bros.



J. H. Colgrove, who is on the road for the Ceramic Importing Co., will run into New York for a few days next week to add recently-arrived samples to his line.



P. Johnson, of Chamberlain, Johnson, Du Bose Co., Atlanta, Ga., returned home Monday after a ten days' session with the District purveyors.



Ernest Wolf and A. P. McPherson, representing the Geo. H. Bowman Co., Cleveland and New York, are at the Palmer House, Chicago, this week.



W. E. Knowles, who travels for the Pouyat Co., ran into New York last Sunday and dashed out again Monday morning after picking up a number of newly-arrived samples.



Frank W. Moore, who carried the samples of the Jens Lorenzen Crockery Co., Davenport, Ia., is said to have retired from the road.



S. S. Brinsmaid, of Brinsmaid & Co., Des Moines, Iowa, came to town on Monday to place orders for the retail department. His brother Fred buys for the wholesale. Mr. Brinsmaid is at the Hotel Martinique.



E. F. Anderson, of Geo. F. Bassett & Co., left on Monday night for his annual tour through the West prior to his European visit. He expects to sail for England May 14.



M. G. Bryce, manager of the commercial department of the U. S. Glass Co., reached New York Thursday of this week from Catasqua, Pa., where he had attended the wedding of Miss Marion R. Boyer to Kirk Bryce, son of S. A. Bryce, manager of the Glassport branch.



Charles E. Robb, who carries the blanks of the Libbey Glass Co., made a short visit to New York this week.



M. C. Anderson, of the American Cut Glass Co., Lansing, Mich., was in New York this week. He

says his town is booming—the automobile business there being at its height. During the past five years the population has increased nearly a hundred per cent.



John C. Fisher, who has been on the road for the Geo. H. Bowman Co., returned to New York this week and reported a fair trade.

A BIG LENS COOLING.

WITHIN a month or six weeks there will be an item of news at the Mount Wilson Observatory, California, which will interest the entire world. It will be known at that time whether the 100-inch lens recently cast in France is to be a success or not. The attempt to cast the big reflector was once before made, but the result was a failure. It takes several months for the big casting to cool, and the second one is in that process now. The first reports are that it will probably come out all right.

Some idea of the difficulties to be overcome in mounting the big lens will be gained from the fact that it weighs five tons. This piece of glass must be hung so that it will move with perfect ease in order to be kept in a fixed position by the clock-work attachment which overcomes the motion of the earth. Dr. Hale's invention is a steel bearing floating in mercury—a principle in use on the sixty-inch lens, which weighs a ton.

Astronomers originally doubted the efficiency of the larger lenses. It has been demonstrated, however, that the spectra of the stars are increased in a ratio corresponding to the size of the lens, and with the 100-inch disk there are remarkable possibilities of developing new facts in regard to the universe.

This lens, weighing five tons, will have to be transported to the top of a mountain a mile high, where tons of the original material for construction had to be packed over a narrow trail on the backs of burros. The wagon trail built for the purpose of getting the sixty inch lens to the top will again prove indispensable.

THE MAN WHO CAN TALK WELL.

THERE is no other thing which enables us to make so good an impression, especially upon those who do not know us thoroughly, as the ability to converse well. A man who can talk well, who can interest others immediately by his power of speech, has a very great advantage over one who may know more than he but who cannot express himself with ease or eloquence.

You may be a good singer; a fine artist; you may have a great many accomplishments which people occasionally see or enjoy; you may have a very beautiful home and a lot of property which comparatively

few people ever know about; but if you are a good converser, every one you meet recognizes and appreciates your art. Everybody you converse with feels the influence of your skill and charm.

In other words, there is no accomplishment, no attainment, which you can use so constantly and effectively, which will give so much pleasure to your friends, as fine conversation. There is no doubt that the gift of language was intended to be a much greater accomplishment than the majority of us have ever made of it.

The quality of the conversation is everything. We all know people who use the choicest language and express their thoughts in fluent, liquid diction, who impress us by the wonderful flow of their conversation; but that is all there is to it. They do not impress us with their thoughts; they do not stimulate us to action. We do not feel any more determined to do something in the world, to be somebody, after we have heard them talk than we felt before.

We know other people who talk very little, but whose words are so full of meat and stimulating brain force that we feel ourselves multiplied many times by the power they have injected into us.—O. S. Marden, in *Metal Worker*.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Apr. 9 '10	Correspond- ing period 1909	Exports Jan. 1 to Apr. 9, '10	Correspond- ing period 1909
Boston	398	65	2420	1854
New York	123	119	2357	1289
Baltimore	733	293	4966	4619
Philadelphia.	95	194	1526	1553
New Orleans.....	153	113	521	890
Newport News ..	.....	.....	55	476
San Francisco ..	.....	.....	.....	96
Portland (Me.)..	1	161	874	1846
Galveston	3	..	242	161
Portland (Or.)..	.....	...	.....	.....
Inland Points ..	18	5	386	279
Total	1524	950	13847	13063

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Apr. 9, '10	Correspond- ing period 1909	Exports Jan 1 to Apr. 9, '10	Correspond- ing period 1909
New York	120	166	2192	2974
Boston	398	61	2083	1702
Philadelphia.	97	194	1390	1748
Baltimore	733	293	5019	4922
San Francisco ..	.....	.....	.....	96
New Orleans. .	2	113	248	847
Portland (Me.)..	.....	85	530	1943
Galveston	3	.....	203	144
Newport News ..	.....	.....	55	476
Portland (Or.)..	...	.....	.....	...
Inland Points	18	....	878	466
Total..	1371	912	12598	15318

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. The old idea on the part of the glass workers to take an extended vacation during the summer season seems to be permanently abandoned. Last year the summer stop was for only a fortnight, and the same agreement has been ratified for this year. Both manufacturers and workers evidently want to keep the factories going all the time.

A novel dome created by the Consolidated Lamp and Glass Co. was shown for the first time last week. It represents a bunch of grapes and leaves with raised lines in imitation of a grape arbor. It has already attracted considerable attention among the dealers in lighting goods. Another new creation is an inverted gas shade with powerful reflecting qualities obtained from a series of small disks or beads that cover the entire outside of the shade.

Trade on soda tumbler lines is said to be far heavier this season than during 1909. There is a tendency among the wholesale drug trade to buy a heavier pressed bell-shaped tumbler instead of the thin goods of last year. All factories making soda-water lines have a good volume of business on their books.

R. S. Geise, operating as the North American Sales Co., has taken display space with the Elkins Glass Co., 210 Fourth avenue. Lighting lines are on view.

Daniel C. Ripley, of the Ripley Glass Co., announces that the contract has been let for the erection of a fifteen-pot furnace, and that space will be arranged in the buildings at Connellsville for two more. The heads of some of the departments have been engaged, and the mold makers are expected to start work at an early date. The offices of the new company in the House Building already present a scene of activity.

Mr. Schefold, with the J. Cram Co., of Monterey, Mexico, was in the district last week on his way to New York, and while here visited a number of glass manufacturers. It was snowing heavily the

day he was here, and he was delighted, for it was the first snow he had seen in twenty years. After completing his business in New York Mr. Schefold will sail for Europe.

Tobe Blumenthal, who represents the United States Glass Co. in Mexico and South America, was a visitor here last week. He makes his headquarters in Mexico City.

Illustrations of the new lines of lamps of the United States Glass Co. are now being sent the trade. There are eight lamps in each line, and night lamps are added to two of them. In all there are forty-two new lamps.

Arthur Bennett, of the Cambridge Glass Co., was registered at the Ft. Pitt Hotel during the past week.

John Stevenson, president of the Manufacturers' Bank, South Side, a brother-in-law of Daniel C. Ripley, and for thirty years identified with Mr. Ripley in the glass business, died April 16. They were associated in business before the Ripley factory was absorbed by the United States Glass Co. He was well known to the older people in the trade.

The Monongah Glass Co., Fairmont, W. Va., is to erect an additional tank of large capacity. A complete new line of stemware has been added to the production of this factory. The samples are displayed at Pittsburgh in the Oliver Building under the management of Thomas R. Crock.

Floral designs appear to be in more demand by buyers of glass now than ever. This is true of both the cut and heavy pressed lines.

W. C. Rankin, a well-known glass salesman, at present connected with the Pittsburgh office of Kinney & Levan, has been confined to his room for a fortnight with a severe attack of grip.

Metal-covered tobacco and cigar jars as shown by the McKee-Glass Co. form the largest line of the kind shown by any factory in this district during the sea-

son. Gold- and silver-plated covers are used exclusively. The jars are in heavy pressed colonial and figured patterns.



Trade with the Fostoria Glass Co. Roundsville, is very good, especially on their new W. Va. line of lamps. On table goods and specialties the company is also having an excellent trade. Many of the new lamp lines are being kept in stock, thus insuring quick shipment of all orders.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 26, 1910.

BREMEN

5 packages glassware....	L Straus & Sons
22 " "	Eimer & Amend
11 " "	A Steinhardt & Bro
29 " "	Karl Hutter
175 " "	Miscellaneous Orders
44 " earthenware.....	L Straus & Sons
26 " "	Geo Borgfeldt & Co
2 " "	Froeber & Vollrath
1 " "	Lazarus, Rosenfeld & Lehman
31 " "	Strobel & Wilken Co
58 " "	Miscellaneous Orders
215 " toys.....	Geo Borgfeldt & Co
40 " "	L H Mace & Co
7 " "	A Steinhardt & Bro
8 " "	Samstag & Hilder Bros
5 " "	F A O Schwartz
14 " "	G W Travers
1 " "	Geo H Bowman Co
68 " "	Strobel & Wilken Co
146 " "	Miscellaneous Orders

ANTWERP

20 packages earthenware	Frank & DeKeyser
1 " toys	" "

TRIESTE

2 packages glassware	A L Crawford
78 " "	L Straus & Sons
7 " "	Julius Palme

LIVERPOOL

4 packages earthenware	The Rowland & Marsellus Co
26 " "	E Boote
10 " "	G F Bassett & Co
63 " "	Geo Borgfeldt & Co
44 " "	Maddock & Miller
11 " "	R Slimmon & Co
77 " "	H C Edmiston
11 " "	O Goetz
14 " "	Meakin & Ridgway
9 " "	L Straus & Sons
1 " "	J Wygand & Co
22 " "	Miscellaneous Orders
32 " toys	Strobel & Wilken Co

HAVRE

174 packages chinaware.....	Haviland & Co
45 " "	Endemann & Churchill
12 " "	J H Venon
5 " "	Theodore Haviland & Co
8 " "	Bawo & Dotter
28 " "	L Straus & Sons
28 " "	Wm Guerin & Co
55 " "	Miscellaneous Orders
140 " glassware.....	E Utard

HAMBURG

20 packages glassware	Fensterer & Ruhe
7 " "	F Bing & Co
411 " "	Brown Bros
197 " "	F Euler & Co
181 " "	Eimer & Amend
63 " "	Fondeville & Van Iderstine
394 " "	O O Friedlander
32 " "	Kmy-Scheerer Co
93 " "	W R Noe & Sons
246 " "	Geo Borgfeldt & Co
72 " "	L Straus & Sons
17 " "	Samstag & Hilder Bros
3 " "	N Wapler
4 " "	Strobel & Wilken Co
260 " "	Miscellaneous Orders
35 " chinaware.....	Bawo & Dotter
1 " "	Frank & DeKeyser
4 " earthenware.....	H Kupper
181 " "	L D Bloch & Co
52 " "	Geo Borgfeldt & Co
2 " "	Knauth, Nachod & Kuhne
3 " "	Koscherak Bros
38 " "	Lazarus, Rosenfeld & Lehman
53 " "	Bawo & Dotter
4 " "	J Palme
8 " "	J Wygand & Co
332 " "	F W Woolworth
12 " "	Strobel & Wilken Co
235 " "	Miscellaneous Orders
76 " toys.....	B Ilfelder
16 " "	Koscherak Bros
8 " "	R H Macy & Co
20 " "	C B R uss
12 " "	Samstag & Hilder Bros
332 " "	F W Woolworth
18 " "	Strobel & Wilken Co
189 " "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co

LONDON

47 packages toys.....	Strobel & Wilken Co
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COPENHAGEN

12 packages glassware	Fensterer & Ruhe
368 " "	Geo Borgfeldt & Co
6 " "	Miscellaneous Orders

ROTTERDAM

181 packages earthenware.....	Geo Borgfeldt & Co
14 " "	Bawo & Dotter
7 " "	L D Bloch & Co
20 " "	B Ilfelder & Co
20 " "	Lazarus, Rosenfeld & Lehman
87 " "	Miscellaneous Orders
40 " glassware.....	Graham & Zenger
2 " "	Miscellaneous Orders
181 " toys.....	Geo Borgfeldt & Co
20 " "	B Ilfelder & Co
65 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

22 packages earthenware.....	Jones, McDuffee & Stratton Co
45 " "	Mitchell Woodbury & Co
3 " "	Richard Briggs Co
9 " "	Meakin & Ridgway
38 " "	American Express Co
1 " "	F W Miller & Co
5 " "	E Boote
8 " "	A W Chesterton
1 " "	Miscellaneous Orders

ANTWERP

34 packages earthenware.....	Jones, McDuffee & Stratton Co
17 " "	Mitchell, Woodbury Co
4 " "	Jordan Marsh Co

Among the Potteries

East and West

East Liverpool and vicinity. New avenues of sale are continually being found for domestic pottery. The most recent is a coupon scheme. Millions of these will be distributed throughout the country by dealers during the coming season, and a certain number returned to the manufacturers or their representatives accompanied by a stated sum of money will entitle the sender to a dinner set. The ware will be "R K," and it is said that those who were first in the field with the plan will reap a harvest.

The Crown China Co. is the latest selling agency to be formed here. The officers are: president, F. F. Debolt; vice-president, George Y. Travis; secretary-treasurer, James T. Hilbert. Mr. Debolt is an experienced pottery and glass salesman. The offices of the company will be in this city.

Harry A. Keffer, of the Warner-Keffer China Co., who has been in the West for six weeks, says that good feeling exists throughout that section. Fred Kline is now making a Southern trip for the concern.

The new double decorating kiln erected by the Globe Pottery Co. was used for the first time this week.

The new line of salads of the Cartwright Bros. has had a larger sale than the firm anticipated, and as a result the clay shops and decorating department have been working steadily getting up stocks to meet the demand for immediate shipments. The new cake plates, which are shown in a variety of treatments, are also proving popular.

Samuel Levy, of New York, was in the district placing orders for immediate delivery during the past week.

The Niagara dinner shape of the Homer Laughlin China Co. is the most popular the concern ever prepared for the trade. As it is being shown in over fifty treatments—the largest variety ever seen on one shape in a season—buyers are quick to realize the

value of the offering. The line of salads is also the largest in the district, and as a result a large volume of business is being obtained.

Ambrose Cartwright, who has been absent from his desk for several weeks because of illness, has recovered.

M. E. Lafferty, of the firm of Cox & Lafferty, New York, was here during the past few days and arranged to show the lines of several local potteries in New York.

The specialties and advertising novelties of the National China Co. are well displayed in a neat booklet just issued by the company. The plaque line this season is considerably larger than heretofore.

The United Stores of America, the general offices of which are in this city, will open a branch office in Chicago May 1 in charge of Harry W. Deidrick. The local office, however, will be under the direction of W. H. Deidrick, now associated with the American China Co., of Toronto. The company is representing a number of glass and china lines, and does the buying for a large syndicate of stores throughout the country.

A footed egg cup created by the Colonial Pottery Co. is being used by many dealers and also in the drug trade as a sherbet.

Marked, indeed, has been the success of the Lotus dinner shape of the Knowles, Taylor & Knowles Co. Since it was first shown the sales have been increasing steadily, and it is fast taking its place as the most popular shape of the company. Duplicate orders are being constantly received. This pottery is being operated about to its capacity, sales for all lines being very satisfactory.

John A. Henderson, a kilnman at the Knowles, Taylor & Knowles pottery, fell thirteen feet from a ladder last week, sustaining probably fatal injuries. The accident occurred when a step of the ladder on

which he was standing broke without warning, sending him headlong to the brick pavement. There is said to be no hope for his recovery.

* *

W. C. Brown has left for a Western trip with the lines of the Potters' Co-Operative Co. All the new treatments on the "Banquet" dinner shape are carried, together with the complete jug and plaque line of this firm—the jug proposition being the largest yet offered.

* *

A number of pottery manufacturers are advertising for help in their decorating departments. There is a shortage of gilders throughout the entire district.



Walter Lenox, president of Lenox, Incorporated, has sufficiently recovered from a recent illness as to be able to visit the plant of the company for a few hours each day. Mr. Lenox has suffered from locomotor-ataxia for a number of years, but it has not prevented him from attending to his business affairs.

* *

The Trenton Fire Clay and Porcelain Co. has been granted a permit for the erection of an addition to their plant to cost \$20,000. The building will be of brick, four stories high, 65x160 feet.

* *

Richard Walmsley, foreman of the pressers at the Delaware Pottery, was stricken with acute indigestion while at work last Thursday, and for a time his life was despaired of. He is now improving, and his speedy recovery is looked for.

*

Francis B. Lee, president of the Trent Tile Co., was the speaker at the meeting of the Travelers' Protective Association of Philadelphia, Saturday night. He was very enthusiastically received.

* *

The funeral of William D. Gowdy, who previous to his death was the general manager of the Monument Pottery, was conducted on Saturday afternoon, and was one of the largest ever held in this city. A most impressive feature was the marching of the entire force of employees of the Monument Pottery from the home of deceased to the cemetery, a distance of about four miles.

* *

Herbert Sinclair, secretary of the Star Porcelain Co., last week secured a controlling interest in that concern by purchasing a large block of stock from Dr. C. P. Britton, the treasurer, who on account of ill-health was obliged some time ago to give up active participation in the management of the business. Mr. Sinclair is the practical man of the company, which is engaged in the manufacture of porcelain electrical supplies. The concern was organized about ten years ago and began business in a small way in

a little pottery in East Trenton. Success was achieved from the start, and in a few years ground was broken for the erection of the modern plant now operated. This has been added to from time to time until now there are nine kilns in operation.

* *

James Reid, a well-known operative, died at his home here last Tuesday after suffering for five weeks with typhoid fever. The deceased was a prominent member of the Caledonian Club, and a football player of national reputation.

* *

The Trenton Potters' Association, of which John M. Pope, manager of the Mercer pottery, is president, has adopted the following resolutions:

"It is with profound regret that we learn of the death of our president, Archibald M. Maddock, a man who has always held the esteem and love of all with whom he came into contact.

"He was a broad-minded man, honest in all his dealings, modest and courteous in manner—a gentleman in every sense of the word. In losing him we have lost a friend and a brother whose wisdom and experience will be sadly missed. It is difficult to express in mere words how deeply his loss affects us, both individually and collectively.

"We extend our heartfelt sympathy to his family in their loss of a husband and a father, whose whole life is an example to us all.



The East Palestine Pottery Co. East Palestine, O. has about completed the erection of a two-kiln addition to the Continental plant, which is under the control of this firm. Under the active management of Will S. George the two potteries are being operated in full.

* *

The Ohio China Co. is also operating its plant to full capacity.



There seems to be a pretty good prospect for the reopening of the La Belle and Wheeling potteries soon. The receivers wanted \$130,000 for them from the Homewood Pottery Co. The latter concern offered \$115,000 and the local Board of Trade now offers to raise \$10,000, leaving a difference of \$5,000, which, it is believed, will be satisfactorily settled.

PLUNDER RECOVERED.

WHILE fishing near the Erie railroad bridge at Elmira, N. Y., last week two boys brought to the surface a bag containing part of the \$200 worth of cut glass stolen some time ago from the O. F. Egginton Cut Glass Co. After the find was reported by the boys a search was instituted for the remainder of the cut glass, and finally everything was recovered from the bottom of the river with the exception of two large punch bowls.

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

THE HUDSON SHAPE.

A VERY large percentage of Laughlin dinnerware decorations are running on the exquisite Hudson shape. More time, thought and painstaking care were devoted to evolving this original and distinctive shape than to any previous creation from this source. Four things must be considered in pottery designing: beauty of form, fitness of each piece for purpose intended, strength of all parts, and originality. The Hudson combines these in a superlative degree, and one more: adaptability to decorative treatment. Good clothes become some men more than others. The Hudson dresses up exquisitely and looks well even in a cheap gown. It is the nearest approach to perfection we have yet attained, and the reception accorded it by the trade everywhere is the most flattering ever enjoyed by a dinner shape from either side of the water. Our production of the Hudson shape alone is greater than the total output of any other pottery firm in existence. It costs no more than other shapes, but is worth much more than most of them.

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.

BUSINESS BRIEFS.

The Henry Rhodes department store, Connellsville, Pa., is in the hands of a receiver.

* *

The United Five and Ten Cent Store Co. will shortly open a new branch at Newport News, Va.

* *

The Misses Annie F. and Ellen L. Stuart have opened a toy and novelty store at Bangor, Maine.

* *

The W. T. Grant Co. have opened a branch twenty-five cent department store at New Bedford, Mass.

* *

William Gibbs, proprietor of the cut glass plant at Hawley, Pa., is planning the erection of a new factory at Stroudsburg, Pa.

* *

W. H. Yager, of Binghamton, N. Y., and Charles Marvin, of Elmira, N. Y., have been appointed receivers for the Elmira China Co.

* *

An Adams Express wagon backed up against the window of the Schwartz Jewelry Co., Denver, Col., and smashed about \$200 worth of cut glass which was on display.

* *

The new crockery, glass and housefurnishings department of the Prenzlaue Bros. Co.'s store at Sault St. Marie, Mich., was opened last week with great success.

* *

The Wrought Iron and Art Glass Fixture Co. has been incorporated in this city with a capital of \$6,000. Incorporators: Max Zuckerman, Benjamin Leibovitz, Oscar Bauman.

* *

The wholesale crockery warehouse of Taylor & Mulveney, 29 and 31 Charles street, Hamilton, Ont., was burned April 20. Loss on building and contents, \$6,000; covered by insurance.

* *

The referees in bankruptcy have set aside the sale of the property of the Schwartz Glass Co., Peru, Kansas, sold to C. C. Carroll, of Springfield, Ill., a short time ago, and will again offer it for sale. The company failed several weeks ago with liabilities estimated at upwards of \$17,000. They manufactured lamp chimneys.

* *

L. C. Lewis, treasurer and manager of the Lewis Waller Mercantile Co., owners and operators of the basement department of the Dayton Dry Goods Co., Minneapolis, Minn. has sold control of the business to W. F. Lewis, of the Geo. H. Bowman Co., Cleveland, who will operate it in connection with the Syndicate Trading Co.'s stores. L. C. Lewis has incorporated the L. C. Lewis Co., who will act as merchandise brokers for Eastern factories in the Northwest and distributors of the specialty items Mr. Lewis is manufacturing.

KNIGHTS OF THE GRIP WILL "POW-WOW" AT MANHATTAN BEACH.

THE Grand Council of United Commercial Travelers will be held at Manhattan Beach June 9, 10 and 11. The Manhattan Beach Hotel has been leased for four days for the exclusive use of the members, and the management of Dreamland will throw open its attractions to the visiting delegates. A banquet and ball will be given to the United Commercial Travelers and their ladies on the night of June 10 at the Manhattan Beach Hotel.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—On commission basis, by a Baltimore agent, lines of metal goods, cut glass and enamel wares. We handle from the cheapest to the best, and can deliver the goods. Address Box 718, this office.

WANTED—Manufacturers' agents to handle Modern Stained Glass hanging fixtures and electroliers in every large city in the United States in which I am not already represented. Apply in writing to EDWARD O. COLES, general sales agent, J. Morgan & Sons, 61 East Ninth Street, New York.

SPECIAL ANNOUNCEMENT!

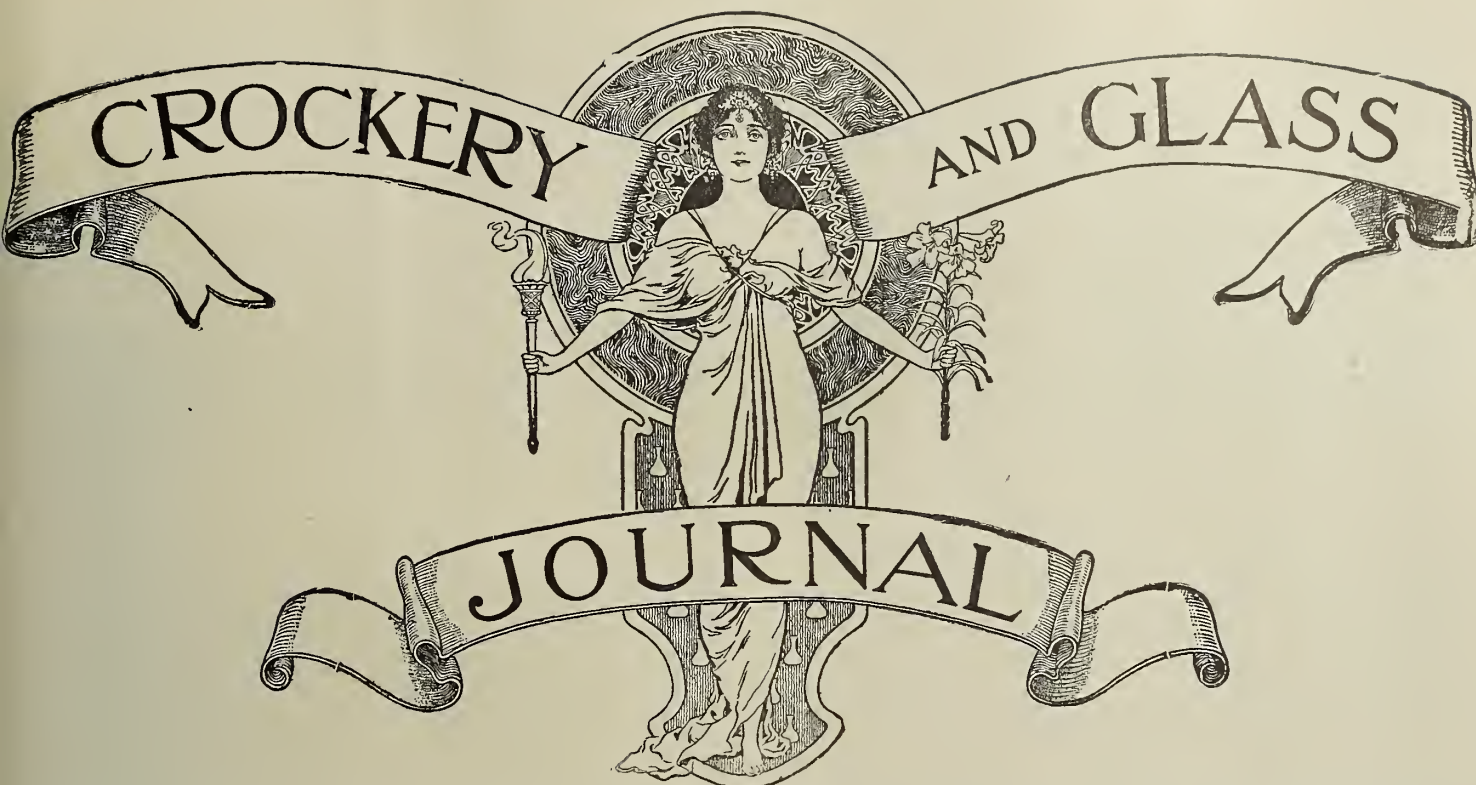
AFTER a *successful* connection of two years as general manager of the Jefferson Glass Works, I take this means of informing my friends and the trade in general that I have severed my connection with this company, and from this date cease to have any interest whatsoever in the Jefferson Glass Company.

Regretting that circumstances have made this step necessary, and thanking you all for your assistance in this success, hoping for a continuance of the favor in the near future, I beg to remain,

Very respectfully yours,

B. W. JACOBS.

STUBENVILLE, OHIO,
April 23, 1910.



NEW YORK, MAY 5, 1910.

THE CONDITION OF BUSINESS.

With the coming of May business is expected to fall off; so when it is stated that things are quiet it is only another way of saying that trade is normal. Some encouraging features developed this week, however. Mail orders, which have been fairly good for some time, were better than they have been for the past fortnight. Returning travelers also found an improved business, and men still on the road are generally reporting increased orders. The local department stores and nearby trade are not buying very much at present, notwithstanding the fact that retail trade in New York during the last ten days has been better than for a long time.

The mysterious conditions which have characterized not only the crockery trade, but all branches of the commercial world, continue to baffle solution. One of the strangest is that in the East, where money is supposed to be the most plentiful, trade is not as good as it is in the West. New York is about the dullest place on the map, with Philadelphia and Boston fighting for second position. Our reports from Chicago and St. Louis are to the effect that while trade is not booming, it is better than here; and the South, which is supposed to be suffering on account of poor cotton crops, has been sending in some excellent orders.

The demand for fine English china is rather re-

markable. The manufacturers of this ware are the busiest people in the business.

French china is called for, but not as steadily as the importers would like it to be.

German fancy goods are almost a drug, although the demand for dinnerware is fairly good.

American crockery is still in good request, although there has been a decided falling off in the call lately.

The glass manufacturers are all busy on blown goods. Except for scheme trade, the lower-priced pressed ware is dull.

Cut glass, which has been in good demand, is receiving but little attention now.

The demand for lamps is fitful. High-grade goods are not moving fast, but there is an increased call for common hand-lamps.

Brass goods are in fair request, but there are so many manufacturers demanding attention that the supply seems to exceed the demand.

The outlook for the future remains good, and there is nothing untoward in sight to interfere with regular business. On the contrary, every indication points to a normal, healthy trade.

More or less apathy exists in the **Pittsburgh and Vicinity.** Manufacturers say that while they have a number of back orders which they are now working on, new business is a little retarded. The plants are working about full, however, and in some instances a little stock is being put away. The blown business is said to be very good.

Trade has been very irregular during the **Boston.** past week. There was about the usual number of out-of-town buyers, but the purchasing was not any too free, being restricted more or less to "staples."

April's business showed a decided increase over the corresponding month of last year, although there was a slight tendency to drop off compared with the preceding month's sales. While all lines are enjoying good business, the demand for decorated goods and specialties is on the noticeable increase. Many buyers have asked for immediate shipments on special lines.

Not much new business is being booked by the manufacturing **East Liverpool and Vicinity.** potteries in this territory. Some claim it is the season that is the cause, while others say that buyers ordered too liberally during the earlier part of the year and that retail sales have not been up to expectations. While there are no idle potteries hereabouts, some could take care of more business than now appears on the books.

IMPORT FREIGHT WAR.

A **LIVELY** discussion is going on over through freight rates on import goods. Philadelphia, Boston and Baltimore are proposing reductions which would hurt New York. This city's transportation interests declare they will reduce rates to meet any competition. This would mean a cut of 14 cents to 61 cents per hundred in the rates which now obtain.

The situation to-day may be summed up as follows: Philadelphia demands that the Boston schedule of 70 cents per 100 pounds on import freight in effect previous to the rate war of January, 1909, be re-established, and that differentials existing between Baltimore and Philadelphia be obliterated. These differences give Baltimore a 2-cent advantage per 100 pounds over Philadelphia to Chicago. The present schedule is 69 cents from Philadelphia and 67 from Baltimore. In the cut announced on Thursday by the Baltimore & Ohio, the Reading and the Pennsylvania the Baltimore advantage of 2 cents was main-

tained. The reduction would result in making the Philadelphia rate 61 cents, and the Baltimore rate 59 cents, to take effect June 11. This would mean a reduction of 8 cents from the original schedule on first class freight imports to Chicago to both cities.

AT BOSTON.

A **N** exceedingly enjoyable affair last week was the reception given to John J. Curry, china and glass buyer for Houghton & Dutton, who had just returned from a three months' trip to Japan. There were two reasons for this honor: his successful return from foreign lands, and the tenth anniversary of his wedding. The participants met at one of the local hotels and went in a body to Mr. Curry's home in Roslindale, where a bounteous spread was furnished by a caterer. Those present were: E. E. Hamblin, R. E. Phillips, P. M. Phillips, Miss Katherine Barry, Mr. Barr, Mr. Harrington, Henry F. Purcell, John E. Sawyer, P. J. Hanley, William McQuillen, L. T. Fletcher, Harry B. Hollis, George A. Granville, H. T. Edwards, James Uniack, A. H. Hays, Edwin Tucker, William R. Claffin, E. E. Wilgus, Murt S. Wallace, and others.

T. T. Romer, formerly manager of the Barth salesrooms, has severed his connection with that concern and is now in charge of the "hotel supplies" department of the Mitchell, Woodbury Co.

Marion G. Bryce, sales manager of the United States Glass Co., accompanied by his wife, was here last week. They had been to Catastauqua, Penn., to attend the wedding of Kirk Bryce, New England representative of the Bryce Bros. Co.

John Challis, Boston manager of Edward Miller & Co.'s warerooms, reports a very seasonable business in their gas, electric and oil fixtures. "A gratifying feature of present conditions is the exceptional amount of building operations, which, of course, creates a large demand for fixtures," says Mr. Challis.

W. A. Crocker, of Crocker & Stewart, was a visitor here last week, as were James Uniack, with the Hunt Glass Co.; A. H. Hays, with the Cook Pottery Co.; Geo. Silvia, with the Pairpoint Corporation, and R. W. Fiske.

TO PREVENT SPRING FEVER.

THE Whitall, Tatum Co., glass manufacturers of Millville, N. J., announce that they will pay a bonus of \$6 to every tending boy who will work steadily from now until the end of the blast. Warm weather and circuses lure the boys away every spring, and cripple the shops for the time being.

The New York Crocery and Glass District.

Cox & Lafferty are still taking import orders on their china and glass lines. Buyers will find samples complete. No more import orders can be taken on Japanese wares for this season. Some stock goods in Japanese china, however, are ready for immediate delivery, and these will soon be closed out. Among them are some special vases at prices that will interest the trade.

A number of new samples in the deep etched "Duchess" line of optic stemware have been placed on display by the U. S. Glass Co. On the tumblers and similar shapes the design appears with floral sprays on the body extending upward, surrounded by a floral band.

"Tiara" is the name adopted by L. Bernardaud & Cie., Limoges, France, as their trade-mark. Endemann & Churchill are showing full lines of beautiful designs in ancient and mediæval art, exquisite in color and exact reproductions of the most chaste patterns possible to find. "Tiara" is an emblem of royalty, and these designs are certainly royal. The ware is not high priced. Every dealer can handle it.

H. C. Kupper is showing a beautiful line of Schierholz china suitable for dinner favors or wedding presents. Musical bells, small horseshoes, fairy lamps, wreaths, baskets for long-stemmed flowers and many other attractive pieces are in the collection. Every one is a work of art—the flowers being particularly true to nature.

Conventional designs in combination gold and enamel on fine Venetian table glassware are on view at the showroom of A. Gredelue. The display has been considerably augmented by the recent arrival of many new pieces. The decorations are rich and surpass in quality anything of the kind this house has heretofore shown.

Bawo & Dotter will make an important change in their housefurnishing line this fall by placing these goods in stock for immediate delivery. A very extensive line was shown this season, but it will be so greatly

augmented in the fall that three times the present floor space will be required to display the samples. Some of the goods which will be stocked are tinware, blue and white china, brown and white ware, wooden and willow ware. The import samples of all the lines are still on exhibition.

Experienced lamp men say that a perfect self-extinguishing, non-explosive lamp has never been produced, and that there is considerable doubt if it ever will. The new patented contrivance recently produced by the Consolidated Lamp and Glass Co., however, comes nearer to perfection in this particular than any other yet invented. It consists of a metal cap placed an inch or so above the wick and connected with a rod which passes through the lamp and rests on the table level. Should the lamp be accidentally upset a spring pushes this rod downwards so that the cap fits tightly over the wick, extinguishing the lamp immediately.

The Royal Copenhagen Porcelain Co. have moved into new and commodious quarters at 25 West Broadway.

Morimura Bros. are showing a handsome line of baskets in a very attractive but peculiar finish. The articles include all sorts of things from a match-safe up to elaborate ornamental pieces two and a half to three feet high.

Louis Wolf & Co. have been doing a very great business this season all through their line. They are showing many attractive things in china, and a lot of taking novelties in dolls and toys. Their line of toy tea-sets in particular is very remarkable.

Several samples of new marmalade jars four inches high have just been received from the Bryce Bros. Co. by J. D. Dithridge. Rock crystal cuttings of leaves surmounted by flowers make a neat decoration. The handled covers are countersunk and notched. Articles of this kind, which combine utility and decorative effect, will frequently loosen milady's purse strings at a time when a plain and less inex-

pensive item, appealing only from a utility standpoint, would fail.

The new ground floor showroom of John Davison at 14 Barclay street is now practically complete in its handsome appointments. The display has been greatly improved as well as increased. The big line of fine English china, earthenware and rock crystal glass is displayed with such art that it instantly arouses admiration.

A. A. Bean has received samples of a fine line of heavy enameled kitchen ware from the New Castle Stamping Co. The enamel has a snowflake effect, and is the same both inside and outside. This permits the enameling to be done at one dipping. A novel three-piece combination consisting of a large and small stewpan and a pie plate permits of seven different combinations.

The main efforts of the manufacturers of imitation cut glass have always been to produce the silvery tone found in good cut glass. In the "Rosby" patterns of the Fostoria Glass Co. this result has been attained. The cuttings are varied and stand out sharp and clear. In glass vases the company claim that they are showing the greatest variety to be found anywhere.

Rob't Slimmon & Co. have commenced to make the first deliveries of the popular Litchfield pattern on Wilkinson's "Argosy" shape. Dealers report that it is the handsomest pattern ever put on their shelves, and predict a run on it. In addition to the flow blue, flow Canton and peacock colors the firm has several nicely enameled patterns that are very attractive and should become good sellers. An extensive line of fine toilet ware in distinctive shapes is also shown from the Wilkinson plant.

Jas. P. Gordon occupies a unique position as selling agent because he is backed by the enormous stock of the Jones, McDuffee & Stratton Co., which embraces the products of the leading foreign and domestic factories. Mr. Gordon displays china from England, France, Germany, Austria, Bavaria, Holland and China. His earthenware includes several large English factories, among them being the celebrated Wedgwood patterns of historical and romantic subjects on blue and white rail plates, of which he has about eighty designs.

PLATE GLASS FACTORY DESTROYED.

THE factory of the Pittsburgh Plate Glass Co., at Ford City, Pa., was destroyed by fire May 2. The loss is estimated at \$1,500,000. Out of a population of 5,000 in the community 3,000 men are thrown out of employment. The fire started in a polishing

pit, and 900 men fled for their lives. Fire-fighting help summoned from neighboring communities saved the residential districts from destruction. No insurance.

IN FAVOR OF FRUIT JAR CO.

TWO judgments for \$2,820 each were filed May 2 in favor of the Consolidated Fruit Jar Co. against Ralph W. Booth, Jr., and David Heyman et al. Mr. Booth is president of the Anchor Metal Novelty Co., 342 West Fourteenth street, this city. Mr. Heyman is also connected with that company. The action was on a promissory note, judgment being taken by default. It is said that the case will be appealed.

QUAINT OLD BOTTLES.

MANY of the American glass makers after 1800 adopted the idea of the Staffordshire potters and made bottles and other pieces blown in metal moulds in American historical or political designs. The earliest of these bottles are characterized by the rough, irregular edges of their mouths, where the neck was cut off with shears when the glass was in a plastic state.

Between 1850 and 1860 an improvement was made. Some of these old bottles were made in very beautiful tints—sapphire blue, emerald green, olive, claret, brown, opalescent white, light green, pale blue, and transparent white.

As early as 1790, bottles bearing heads and busts of noted men were made in Baltimore. In 1775 Stanger Bros. established works at Glassboro, N. J., which became the property of Whitney Bros. in 1840. From the latter firm we have brown whiskey-bottles shaped like log cabins, and "Tippecanoe" inkstands in the form of beehives, log cabins, and cider barrels—emblems of the Presidential campaign of 1840. In 1850 they made flasks with globular bodies and long, slender necks, dedicated to Jenny Lind.

Earlier in the century interesting bottles were made of a similar nature. Among others there was a factory at Coventry, Conn., in 1813, which manufactured certain quaint tumblers, decanters, pint flasks, larger bottles, snuff canisters and inkstands. Some of these flasks bear the initials T. S. or S. & C.

In 1825 several factories made portrait flasks commemorative of the opening of the Erie Canal, many of them bearing the busts of Gen. Lafayette and De Witt Clinton. Others are the railroad bottle; of 1825, Pike's Peak, Gen. Zachary Taylor, Capt. Bragg, Louis Kossuth, and Charley Ross bottles; also bottle bearing national and Masonic emblems.

These old bottles are to day worth from \$6 to \$12, according to condition, age, and subject.—*Country Life in America*

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. Although reports are to the effect that the fruit crop was damaged to a considerable extent during the past fortnight, manufacturers of jelly tumblers say that orders for these lines are up to normal. Last season tin-top jelly tumblers were selling for 9, 10, and 11 cents; this year they are holding firm at 10, 11, and 12 cents. It is generally believed, however, that because of the demand the prices will shortly advance to 11, 12 and 13 cents per dozen.

The manufacturers of lighting shades are fast getting way from the fringed lines. A much heavier shade is being made now. Time was when the fringed goods were very popular, but the public has not been taking to them lately.

The Consolidated Lamp and Glass Co. has placed a metal lamp on the market that is a distinct novelty. As long as the lamp stands level the flame burns. The moment it is picked up and tilted the flame is extinguished, and all danger of fire thus averted. It is made under a patent, and is the invention of a business man of Braddock, Pa.

Again the report is in circulation that the Crystal glass plant at Bridgeport may be placed in operation. The factory has been idle for over two years, and a part of the roof at the east end of the property has caved in. It is said that the parties negotiating for it are willing to either lease or buy outright.

Inquiry fails to confirm the story that a Pittsburgh tableware glass company, seeking to expand, has been considering the proposition of erecting a new plant at Parkersburg, W. Va.

Cut glass and bottle salesmen are already reserving rooms at the Fort Pitt Hotel for the next annual meeting of the National Retail Druggists' Association, which will be held there Sept. 12-15.

Gas has been struck near the plant of the H. C. Fry Glass Co. at Rochester, Pa., and will be piped to the factory. The company laid a costly main into the

Butler County gas fields, but the supply proved insufficient. The well just located is said to be one of heavy pressure.

The lamp trade is said to be opening better this season than for a year or two. Only a few of the orders are for immediate shipment, the bulk of the business coming in being for late delivery. Manufacturers of these lines say that all demands will be filled in the order received, and it will be a wise move on the part of the dealers to get their business on the files early.

Harry Whitney, salesman for the Phoenix Glass Co., spent a few days here during the past week.

Twenty-eight new designs in parlor and stand lamps are being shown this season by the Consolidated Lamp and Glass Co.

Since the liquor dealers have found out, by the decision of the license courts, that they will be in business another year there has been an unusually heavy demand for tumblers and other bar goods. The factories making these lines report heavy sales on all of them.

The regular bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers will be held on Wednesday, the 11th inst.



Glass manufacturers hereabouts are running plants full time, and considerable business is being shipped out on the specialty lines. Orders for table glass ware are reported somewhat slow. Colored goods are having a somewhat better sale.



At an early date, it is said, work will be started upon the erection of the new plant for the Crystal Tumbler Co., recently organized by George W. Fry, of Rochester, Pa.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 5, 1910.

GETTING RID OF THE DEAD ONES.

MONEY is made on turn-overs; lost on left-overs. If you have something that sticks, get rid of it. Make the price so low that it is bound to go. Turn it into money, and get that money working. The disposition to hang on to a bad bargain, hoping that some day you will find somebody to relieve you of the investment, may be responsible for loss far greater than the amount of money sunk in the proposition. The dollars represented by a lot of dead stock on your shelves are about as useful to you as an electric runabout with the batteries dead and twenty miles from anywhere. The only way you can get life into your dollars is to put them into live goods.

CLOSING THE DEAL.

THE salesman who possesses the ability to close a deal after his solicitation has covered the selling points and other features which may tend to influence an order has mastered the most important characteristic of the successful man in his line of endeavor.

"Popping the question," as every salesman knows, is by no means as easy as it may seem. Many a good order has been lost by a salesman hurrying through his talk, seemingly only intent on discovering as soon as possible whether his buyer will say "yes" or "no" to the order query.

The buyer who asks the salesman's advice about certain goods should never be met with the statement:

"Order from me, and you cannot make a mistake." Of course, it is admittedly the salesman's duty to go after the order; but where he makes his object disagreeably conspicuous he will find himself on pretty thin ice, and in the majority of cases will lose not only the order; but his customer's confidence.

Another manner in which orders that have practically been won are yet ultimately lost is where the salesman, after having keyed his purchaser to the order-giving stage, is unconscious of it, and neglects to put the question at the proper moment. When he does so the buyer's mind may have undergone a complete change, with the result that no order is written.

Too much stress cannot be laid upon the advisability of developing judgment and tact, for these are the attributes necessarily employed every time a salesman gets a buyer's name signed to a well-filled order blank.

PERSONAL.

AMONG the "faces that brighten the District" none is better known among the trade than that of Miss Matilda Keller at Bawo & Dotter's. She celebrated her 'steenth birthday anniversary on May 3d and was the recipient of many tokens of esteem and congratulations from her fellow-employees. The event was of more than usual interest, as there is a hint that the next anniversary will be spent elsewhere.



Jas. P. Gordon, New York representative of the Jones, McDuffee & Stratton lines, returned Tuesday with a bundle of orders gleaned from his out-of-town clients during the preceding two weeks.



A. Robert Strauss, who travels South for the Pairpoint Corporation, sailed last week on a European pleasure trip accompanied by his son Leo.



Rob't Glenn, china and glass buyer for Wana-maker's Philadelphia store, arrived home from Europe on the Philadelphia April 29. John Hawthorn, of the New York house, is due next Sunday.



Albert Lemcke, formerly with O. D. de la Croix, has been added to the traveling force of Bawo & Dotter.



H. S. Clarke has opened up at the Planters' Hotel, St. Louis, with Rob't Slimmon & Co.'s line. He will remain until the 9th.



Kennard L. Wedgwood sails on the Lusitania May 18th for his usual four months' sojourn at his English factories, superintending the designing of

new samples. During his absence Geo. H. Service, who came in from the road last Saturday, will preside at the New York office.



J. F. Palme is out on the Western trail making his usual tour.



W. P. Briggs, with Sibley, Lindsay & Curr Co., Rochester, arrived in New York last Friday. He says business is fair in his city.



Geo. Tober, with Wanamaker & Co., sailed on Saturday last for a world-touring trip. He will visit Europe, India, China, Japan and other points in search of art novelties for all the departments of both stores.



J. H. Venon left for Chicago last Friday night. He is expected home early next week.



Harry Duncan, of the Duncan & Miller Glass Co., Washington, Pa., spent a couple of days in New York last week, and with Paul Joseph visited a number of the large buyers in this neighborhood. He took home a book full of orders.



Victor Levoyer, who has been on a trip in the interest of A. Gredelue's baccarat glass, came home last week very well satisfied.



J. J. Curry returned last week from a three months' trip to Japan, where he bought china, glassware and bric-a-brac for Houghton & Dutton, Boston.



J. D. Thornton, from Lawrence, Mass., was in town this week placing orders. Just at present he says the mills are shut down, but as a rule his city is a good business place. He has one of the prettiest stores in Lawrence.



C. F. Woolley, who travels for the Mitchell, Woodbury Co., Boston, is home in New York for the balance of the season. He will turn farmer and get close to nature for the next two or three weeks down in New Jersey.



A. Gredelue started Sunday for the South, to develop his trade in that section.



W. S. Briggs, president of the Richard Briggs Co., Boston, is booked to sail for Europe about May 14.



Carl Spitz, proprietor of a china and faience factory at Brux (Bohemia-Austria), has received from the Austrian Government the right to use the im-

perial eagle in the business. This is a privilege only given in special cases, and is an honor very highly appreciated.



P. E. Owen, of East Liverpool, is the new manager of the U. S. Electric Porcelain Co.'s factory at Findlay, O., which is scheduled to resume operations next week.



Frank Rial, formerly with the Enterprise Cut Glass Co., Addison, N. Y., has gone into the life insurance business.



C. Kauffmann, New Orleans, La., is in the market buying for his department store in that city. He is stopping at the Hotel Brosch.



Edward Butler, who has been visiting the English factories he represents, is due to arrive home May 14.



C. H. Blumenauer, manager of the Chicago office of the Macbeth-Evans Glass Co., has resigned to become manager of sales for the Jefferson Glass Co., Follansbee, W. Va. F. K. Pinckney, formerly in the New York and Pittsburgh offices, succeeds Mr. Blumenauer.



J. A. Janzen, of Los Angeles, left for home last Saturday night.



Victor G. Wicke, secretary of the Imperial Glass Co., Bellaire, O., was in New York this week. It looked very natural to see him at 32 Park Place, where for so many years he held forth. Mr. Wicke is looking well, and reports a very good business at his factory.



Leopold Sigwar, general manager of the Seneca Glass Co., Morgantown, W. Va., was visiting New York this week.



Henry Creange sailed for Europe last Saturday on the St Paul.



W. S. Pitcairn, who has been laid up with a severe cold for more than two weeks, was back at his desk on Wednesday. He had a siege of it, but is coming around all right.



Al. Rathschied left headquarters Monday for another trip through the West for Frank & De Keyser.



Louis F. Mayer, buyer for Lycett Stationers, Baltimore, Md., was a New York visitor this week. He does not come frequently enough to satisfy his

friends, who, aside from his position as buyer, like to see him for his own sake.

Henry Knatz, buyer for Gimbel Bros., Philadelphia, and N. H. Gardinier, buyer for the New York store, are passengers on the Mauretania, sailing this week.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J L Deaver, hf, Deaver-Kennedy Co., Knoxville, Tenn. 258 Church.
A Kallman, hf, England Bros, Pittsfield, Mass. 75 Spring
S Cohen, hf, Cohen Co, Richmond, Va. 100 Fifth Ave.
Louis F Meyer, c, Lycett's, Baltimore, Md.
H E Albee, c, Mandel & Schwarzman, Bloomington, Ill. Herald Sq.
J F G Fisher, Fisher, Bruce & Co, Philadelphia. Pa.
C A Bayless, t, Hochschild, Kohn & Co, Baltimore, Md. 31 Union Sq.
A C Hoagland, hf, Reid & Hughes Co, Waterbury, Conn. 75 Spring.
Mr Smith, c, g, Van Heusen, Charles Co, Albany, N. Y.
G G Peck, Newburgh, N. Y.
W H Berringer, c, with Hess Bros, Allentown, Pa.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 3, 1910.

ANTWERP

151 packages glassware.....B Gunthel
11 " " Graham & Zenger
128 " " Miscellaneous Orders
26 " earthenware G F Bassett & Co
29 " " L D Bloch & Co
18 " " Frank & DeKeyser
93 " " O Goetz
2 " " L Straus & Sons
5 " " Miscellaneous Orders
21 " chinaware... .. Vogt & Dose
7 " " C B Rouss
6 " " G W Travers
39 " " Miscellaneous Orders

BREMEN

39 packages earthenware.....Strobel & Wilken Co
12 " chinaware C E Wheelock & Co
141 " toys... .. Strobel & Wilken Co

LONDON

19 packages toys... ..Strobel & Wilken Co

SOUTHAMPTON

2 packages chinaware.....C L Dwenger
5 " " L D Bloch & Co
14 " " Bawo & Dotter
1 " " Ceramic Importing Co
86 " " Miscellaneous Orders

HAMBURG

2 packages glassware Fensterer & Ruhe
18 " " Strobel & Wilken Co
27 " chinaware..... C E Wheelock & Co
80 " earthenware Geo Borgfeldt & Co
2 " " B Illfelder & Co
27 " " Strobel & Wilken Co
8 " toys B Illfelder
79 " " Geo Borgfeldt & Co
345 " " F W Woolworth
45 " " Strobel & Wilken Co

HAVRE

28 packages chinaware..... Wm Guerin & Co
2 " " J Pouyat Co
4 " " Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....The Rowland & Marsellus Co
4 " " E Boote
79 " " H C Edmiston
3 " " Miscellaneous Orders
6 " chinaware.....C E Wheelock & Co
22 " toys Strobel & Wilken Co

TRIESTE

29 packages glassware A L Crawford
4 " toys... .. Geo Borgfeldt & Co

BORDEAUX

349 packages chinaware.....Haviland & Co
38 " " H Kupper
21 " " Wm Guerin & Co
14 " " A G Momen
2 " " Miscellaneous Orders

NAPLES

22 packages earthenware..... H Creange
12 " " H Kupper
5 " " Miscellaneous Orders

ROTTERDAM

142 packages earthenware.....Geo Borgfeldt & Co
16 " " B Illfelder & Co
16 " " Bawo & Dotter
45 " glassware.....Graham & Zenger
16 " toys... .. B Illfelder & Co
40 " " Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8 packages earthenware.....Jones, McDuffee & Stratton Co
57 " " Mitchell Woodbury & Co
10 " " E Boote
3 " " Fondeville & Van Iderstine
9 " " A W Chesterton
4 " " American Express Co

HAMBURG

173 packages earthenware.....Jones, McDuffee & Stratton Co
4 " " Patterson, Wyld & Co
6 " " Ferguson Mfg Co
8 " " American Express Co
40 " " Ocean Transit Co
172 " " J B Moors & Co
9 " " Jordan Marsh Co
10 " " Bawo & Dotter
9 " " Geo Borgfeldt & Co
6 " " Martin Copeland & Co
13 " " Simon Bache & Co
16 " " L E Knott Apparatus Co
16 " " L Wolf & Co
24 " " C J Pierce & Co
116 " " F W Woolworth
7 " " Miscellaneous Orders

HONG KONG

78 packages earthenware.....Jones, McDuffee & Stratton Co

Among the Potteries

East and West

Some of the potteries hereabouts are encountering more or less trouble with boys leaving their benches for the ball grounds and fishing streams. No notice is given the foremen. The boys take off their aprons and quit just as the notion strikes them. In some of the decorating shops the younger girls have also been troubled with spring fever and have been away from their work two and three days at a time. These things cause the manufacturers no end of trouble and inconvenience.

* *

All the decorating apartments of the Knowles, Taylor & Knowles Co. have been combined and are now under the direct management of John McDonald, one of the youngest—but conceded to be one of the best—decorating shop managers in the Western district. Mr. McDonald succeeds Percy Frost, who has resigned to take up other work.

* *

Additional decorating kiln capacity is required by the Homer Laughlin China Co. to take care of the enormous business. Orders for the Niagara dinner service continue in large volume. This shape will be shown in a number of new treatments for the fall trade.

* *

Local manufacturers say that orders from importing houses are larger this season than ever before. Some of them are carrying general lines, but high-class dinner patterns are most in demand.

* *

Southern buyers of domestic pottery have been receiving the bulk of their orders by the water route during the past month. The Ohio river has been at a good boat stage, and the value of one shipment which went South by boat less than a fortnight ago was placed at over \$4,000.

* *

At a recent meeting of the Western Standing Committee the following adjustments were made: teapot from the Sebring plant was referred back to the men and the firm for settlement on the making price; footed dishes from Sebring were taken from the committee by the firm; a four-inch deep plate from the E. M. Knowles plant was settled at $4\frac{3}{4}$

cents per dozen; a new jug from the Smith-McNicol shop in Wellsville at 65 cents per dozen.

* *

Among the salesmen at the home offices during the past few days have been Joseph Davis, with the Smith-Phillips China Co.; Hugh Nevin, with the Knowles, Taylor & Knowles Co., William C. Lynch, with Taylor, Smith & Taylor.

* *

The report of the thirty-first annual convention of the United States Potter's Association was mailed to all the members during the past week by Secretary-Treasurer Charles C. Ashbaugh. It consists of 112 pages, and is one of the neatest editions the Association ever issued.

* *

The "Princess" dinner service of the Smith-Phillips China Co. continues as popular as ever—and no wonder, for the shape is one of the best brought out by American potters. Four new treatments have been selected for its fall run.

* *

Mr. Daudt, of the Daudt Glass and Crockery Co., Toledo, O., was buying in the district last week.

* *

It is said that H. A. and D. E. McNicol, together with several other local pottery manufacturers, will develop an extensive deposit of feldspar in Canada during the coming summer.

* *

Double thick and rolled edge hotel ware is now a product of the D. E. McNicol Pottery Co.

* *

George W. Clark, who has been in the West with the lines of the Homer Laughlin Co., is expected to return within a fortnight.

✱

A new pottery is shortly to be started at Roseville, near here, under the style of the Nelson McCoy Sanitary and Stoneware Co. The personnel of the new company includes some of the most substantial men of Roseville, together with J. W. McCoy, of the J. W. McCoy Pottery Co. The capital stock of

the company is placed at \$50,000, most of which has been subscribed.



The plant of the Bell Pottery Co., **Columbus, O.** in East Columbus, which has been inactive for several years, has been ordered sold at public auction by the court. It is now in the hands of Receiver Henry Gumble. With the plant are 140 acres of land.



Plans have been prepared by the **Baltimore, Md.** Edwin Bennett Pottery Co. for the erection of a one-story brick ware-houses 80 by 104 and costing \$2,500. It will have an asbestos roof.



William C. Manser, a well-known designer and modeler, has resigned his position with the Thomas Maddock's Sons' Co., in whose employ he has been for the past ten years, to take a position with the Delaware Pottery. For a number of years Mr. Manser was superintendent of the manufacturing department at Maddock's, and was later made head of the designing and modeling rooms.

* *

The new sample rooms of the Cook Pottery Co. have been opened, and present a fine appearance, being spacious, well lighted, and well furnished.

* *

Samuel Walker, Jr., has been elected vice-president of the Potteries Selling Co., succeeding the late A. M. Maddock.

* *

William S. Hancock, vice-president of the Trenton Potteries Co., was entertained at a novel dinner a few evenings ago at the Trenton Country Club by a party of friends to whom he gave a dinner in Philadelphia on the eve of his departure for South America some time ago. The table was arranged in the form of a full-rigged vessel, and the diners were supposed to be stranded on a desert isle. The ship represented the Hamburg-American liner Bluecher, on which Mr. Hancock and a party of friends made their recent trip.

* *

A stormy meeting of the Central Labor Union was held last Friday night when that body refused to seat a delegate of the Sanitary Workers' local because of his radical ideas. The delegate was Julian Scarceriaux, who claims to be in sympathy with the Industrial Workers of the World, a Western labor organization which is fighting in opposition to the American Federation of Labor. It is said that if Scarceriaux is finally rejected the potters will withdraw from the Central Labor Union.

* *

Peculiar judgment in handing out rewards was used by Mrs. Scherer, an employee of the International Pottery, the other day. While on her way

to work she fell into the canal and came very nearly losing her life and \$75 she had with her. Two young men who happened to be in the vicinity rescued both the lady and the bank-roll. To the man who pulled her from a watery grave she gravely said "Thank you!" while the gentleman who dived after the rapidly-disappearing bills received five dollars.



A report is current here that **Cannonsburg, Pa.** some of the stock-holders of the Cannonsburg Pottery Co. plan the erection of another pottery just west of the corporation line. The proposed plant will have seven kilns. This, with its present factories here and at East Palestine, will bring the capacity of the company up to a total of thirty-five kilns.



The Keyser Pottery Co. was **Keyser, W. Va.** bought this week by H. W. Dickey, of Wheeling, who paid \$14,000 for a plant which cost \$60,000 to build. Its two kilns will be placed in operation as soon as possible.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Apr. 16, '10	Correspond- ing period 1909	Exports Jan. 1 to Apr. 16, '10	Correspond ing period 1909
Boston	112	192	2539	2046
New York	138	108	2495	1397
Baltimore	88	490	5054	5109
Philadelphia ..	204	190	1730	1743
New Orleans.....	1	17	522	907
Newport News ..	..	....	55	476
San Francisco ..	....	....	....	96
Portland (Me.)..	57	25	931	1871
Galveston	5	190	247	351
Portland (Or.)..	....	....	....	....
Inland Points ..	12	16	898	295
Total	617	1228	14464	14291

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Apr. 16, '10	Correspond- ing period 1909	Exports Jan 1 to Apr. 16, '10	Correspond ing period 1909
New York	157	62	2349	3036
Boston	107	175	2190	1877
Philadelphia....	204	218	1594	1966
Baltimore	88	492	5107	5414
San Francisco ..	....	..	....	96
New Orleans....	1	17	249	864
Portland (Me.)..	28	....	558	1943
Galveston	5	190	208	334
Newport News ..	....	....	55	476
Portland (Or.)..	...	....	....	...
Inland Points ..	12	16	890	482
Total..	602	1170	13200	16488



“TIARA”



(Emblem of Royalty—*Encyclopædia*)

The above name and trade-mark have been adopted by **L. Bernardaud & Cie**, Limoges, France, to distinguish a series of most unusual decorative designs, in which

Ancient and Mediæval Art

in all its grandeur of composition and color is reproduced with truth and exactness.

China merchants whose judgment is considered quite infallible pronounce these “Tiara” designs an achievement unordinary and have ordered unhesitatingly and liberally.

Egyptian, Chinese, Persian, Indian, Russian, Romano-Byzantine, Middle Ages, Old Rouen, Old Copenhagen and Renaissance styles, in thirty border and conventional patterns of marvelous designing and coloring. The most sumptuous Dinner Services may be chosen from the collection, as well as Service Plates and Odd Pieces of positive originality and distinctiveness.

No such exhibit has ever before been brought to America—and the mind cannot conceive its importance. The eye must see. Not high-priced.

Endemann & Churchill

SOLE AGENTS FOR UNITED STATES AND CANADA

No. 50 Murray Street, New York.

AT PITTSBURGH.

STOCK patterns are being displayed in large numbers at the local sample room of Kinney & Levan. The new cut glass samples from their own factory are very attractive, and good orders are being booked.

W. F. Ellisson, showing the lines of the Cook Pottery Co., Trenton, and the Ford City (Pa.) China Co., was registered at the Ft. Pitt during the past week.

A clever display of the creations of the Pope-Gosser China Co. was maintained at the Ft. Pitt by John Carling.

The exhibits of the Strobel & Wilken Co., which were at the Colonial, have been moved on to the Burnett House, Cincinnati.

W. C. Rankin, who travels the Tri-State district for the Pittsburgh branch of Kinney & Levan, has been seriously ill at his home for three weeks.

The Bawo & Dotter exhibit at the Hotel Anderson in charge of A. Herr has been the most successful ever held here.

The Pittsburgh Mercantile Co. will erect a five-story business block on the Southside at a cost of \$150,000.

NEW ELECTROPLATING PROCESS.

"GALVANIT" is a granular powder for a new method of electroplating, writes Consul-General John L. Griffiths, of London. August Rosenberg, of London, the inventor, claims that the process is so simple, expeditious, inexpensive and effective that it is easily within the reach of every household. In a recent demonstration before the British Royal Society of Artst he inventor showed the many ways in which it may be applied. The powder is sprinkled on a moist cloth and rubbed on the surface to be plated, just as a metal polish would be applied. The desired result is obtained in a very few seconds. No preliminary cleaning of the surface is required, and no heat is necessary.

Worn electroplate can be renewed with a deposit of silver, dish covers and the insides of cooking utensils may be re-tinned, taps may be re-nickeled, and numerous articles in daily use may be re-coated with their respective metals.

In the electrical industry the inventor claims that the process will simplify and minimize the work of soldering cable joints, because no preliminary scraping or cleaning of the wire is necessary. The

life of zinc and copper process printing blocks may be indefinitely prolonged by periodical coatings of nickel that renders them impervious to the reddish inks which usually eat into the unprotected metal.

The galvanit powder is composed of three essential ingredients: (1) The metal to be deposited, either in pure or combined form; (2) a salt capable of producing an aqueous electrolyte when brought into contact with moisture; (3) a metal which is electro-positive as regards the metal to be deposited. The combination may be used for depositing silver, tin, nickel or cadmium on any metal surface except aluminum, and it is claimed that aluminum can be plated when the ingredients are in suitable proportions.

Consul Charles N. Daniels, of Sheffield, also makes a report on the new electroplating process, which has been demonstrated there before an audience of 500, made up largely of practical men interested in the trade.

MORE NEW MEMBERS.

AT a meeting of the Board of Management of the Pottery, Glass and Brass Salesmen's Association held last Thursday the following new members were elected: A. J. Tourangeau, with Henry Morgan & Co., Ltd., Montreal; Herbert C. Kellam, Chicago office American Ring Co.; Frederick W. Cox, with Higgins & Seiter, New York; George E. Gaylord, president Enterprise Cut Glass Co., Elmira Heights, N. Y.; Albert Pick, president Albert Pick & Co., Chicago; William H. De Mars, with Maddock & Miller, New York; George A. Gebhardt, secretary Laurel Cut Glass Co., Jermyn, Pa.; Herman C. Kupper, New York.

MAY REMOVALS.

E. M. Uniack, agent for Onondaga Pottery Co., from 2 Park Place to Fifth avenue Bldg.

John Davison, from 12 to 14 Barclay street.

L. Reusche & Co., from 6 Park Place to 12 Barclay.

L. Wertheimer & Co., from 44 Park Place to 55 Eighth street.

Royal Copenhagen Porcelain Co. from 1 Hudson street to 25 West Broadway.

William H. Plummer, from 26 West 22d street to 7 East 35th.

E. P. Gleason Mfg. Co. and the Gleason-Tiebout Glass Co. occupy the basement of 39 Murray in addition to 37 Murray.

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

THE HUDSON SHAPE.

A VERY large percentage of Laughlin dinnerware decorations are running on the exquisite Hudson shape. More time, thought and painstaking care were devoted to evolving this original and distinctive shape than to any previous creation from this source. Four things must be considered in pottery designing: beauty of form, fitness of each piece for purpose intended, strength of all parts, and originality. The Hudson combines these in a superlative degree, and one more: adaptability to decorative treatment. Good clothes become some men more than others. The Hudson dresses up exquisitely and looks well even in a cheap gown. It is the nearest approach to perfection we have yet attained, and the reception accorded it by the trade everywhere is the most flattering ever enjoyed by a dinner shape from either side of the water. Our production of the Hudson shape alone is greater than the total output of any other pottery firm in existence. It costs no more than other shapes, but is worth much more than most of them.

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.

OBITUARY.

EDWIN ASPINALL, formerly an importer, and American agent for the Twyford Pottery Co., of England, died of paralysis April 29th at his home in Brooklyn. He was seventy-eight years of age.

James H. Bunger, a well-known operative potter employed by the Sanitary Earthenware Specialty Co., Trenton, N. J., died at his home in that city last Thursday after a lingering illness. Mr. Bunger was a Kentuckian by birth, but had been a resident of Trenton for the past twenty-four years. He was for a long time treasurer of Local 45, N. B. O. P.

John W. Patterson, aged fifty-four years, for several years a traveling salesman for the old East Liverpool Pottery Co., and more recently associated with his brother, Monroe Patterson, in managing the business of the Wellsville China Co., died at his home in East Liverpool Tuesday.

Anthony Fagella, an employee of the Greenwood Pottery Co., Trenton, N. J., died at his home there last Thursday after a long illness from dropsy.

NEW EUROPEAN DOLLS.

CONSUL JOSEPH I. BRITTAIN writes as follows from Prague in regard to the introduction into Bohemia of German-made dolls of a new type:

"Dolls made in Germany from a very durable porcelain have proved great sellers in the leading toy stores in Prague; in fact, one dealer told me it was impossible for him to obtain a sufficient quantity to supply the demand

"The manufacture of these dolls is practically a new industry, and a departure from the ordinary doll with the conventional doll face. These are made to resemble babies, the models for the heads being made from various types of living babies instead of being modeled from the expressionless doll baby of the con-

ventional type. In appearance these dolls very much resemble living babies. The boys and girls are made in four sizes, and retail for 5, 8, 10, and 12 crowns, respectively, or \$1.02, \$1.62, \$2.03, and \$2.44 each, according to size.

"The babies, or small dolls, are made in two sizes, and sell for 6 and 8 crowns, or \$1.22 and \$1.62. The dealers import these dolls from Germany without clothing and dress them in Prague, in order to take advantage of the lower rates of duty. The duty on dressed dolls is 400 crowns, or \$81.20, for each 220 pounds, while that on undressed dolls is 100 crowns, or \$20.30, for each 220 pounds. These dolls have adjustable legs and arms, and are called 'character dolls.' It would appear that some leading American potters could profitably turn their attention to the manufacture of these dolls."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—On commission basis, by a Baltimore agent, lines of metal goods, cut glass and enamel wares. We handle from the cheapest to the best, and can deliver the goods. Address Box 718, this office.

WANTED—Manufacturers' agents to handle Modern Stained Glass hanging fixtures and electroliers in every large city in the United States in which I am not already represented. Apply in writing to **EDWARD O. COLES**, general sales agent, J. Morgan & Sons, 61 East Ninth Street, New York.

A PARTNER wanted in the manufacturing of plated metal goods. Must have ability to either take charge of the factory or New York office. Must have at least \$6,000 in cash. Established business for years; orders plenty on hand. Address Box 719, this office.

STEWART & CROCKER, Inc.,

68 and 70 West Broadway, New York,

HEADQUARTERS FOR CUT GLASS.

SALES AGENTS FOR

W. H. GIBBS, Hawley, Pa. **J. HALTER & CO.**, Brooklyn, N.Y.



THE MAYER POTTERY CO. LTD.

· BEAVER FALLS · PENNA ·

VITRIFIED HOTEL~CHINA

EXCEPTIONALLY STRONG BODY & HARD GLAZE

UNDERGLAZE DECORATIONS · MONOGRAMS · CRESTS · ETC.

· THICK & ROUND EDGE SHAPES ~ CORRESPONDENCE INVITED ·





La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

OF IMPORTANCE TO MANUFACTURERS.

TWO subjects of vital importance to the employing interests of the country—prevention of accidents and employers' liability insurance—will be discussed exhaustively at the fifteenth annual convention of the National Association of Manufacturers, May 16, 17 and 18, at the Waldorf-Astoria, this city.

The absolutely vital necessity of preventing accidents in industrial establishments has forcibly been brought home to the three thousand manufacturers forming the Association by the fact that five hundred thousand persons suffer from accidents each year in the United States. Two hundred and fifty million dollars is the estimated economic loss annually, in this country, due to accidents. At least one-half of the accidents are considered preventable.

The attendance of men prominent in the various industries has been assured, and it is expected that the discussion will occupy the greater part of the second day. A thoroughly comprehensive report of a committee appointed some time ago by John Kirby, Jr., President of the National Association of Manufacturers, will be made, and the convention will be addressed by Professor Frederick Remsen Hutten, of the American Museum of Safety; Miles M. Dawson, who has studied accident prevention abroad for the Russell Sage Foundation, and by other eminent speakers.

BUSINESS BRIEFS.

Irwin D. Delong has opened a five and ten cent store at Fleetwood, Pa.

It is rumored that a new department store will shortly be erected at Little Rock, Ark.

Glass Bros. have arranged to open a five and ten cent store in the Weycker Building at Calumet, Mich.

L. Oster's five and ten cent store, Pitkin avenue, Brooklyn, was seriously damaged by fire on the 28th ult.

William Schnert, formerly manager of the Putnam Store, Peoria, Ill., has started a five and ten cent store of his own.

C. R. Clark opened a five and ten cent store at Cobleskill, N. Y., last week. His stock consists of crockery, glassware and novelties.

The Kaufman Department store at Harrisburg, Pa is being enlarged. The plans call for an extension which will add 7,500 square feet of floor space.

Pressed glass manufacturers, by writing to the Department of Commerce and Labor, Bureau of Manufactures, and referring to Foreign Trade Opportunity

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The China known since 1840 as

Haviland China

is stamped under each piece :

Haviland
France

} In green underglaze.

The decorated China has an additional stamp

Haviland & Co
Limoges

} in red on the glaze.

JONES, McDUFFEE & STRATTON CO.'S

OPEN STOCK PATTERNS

are on display in my

PERMANENT NEW YORK SHOWROOM.

YOU can always be sure of obtaining prompt shipments of these goods, for they have more than one hundred and fifty LIVE STOCK PATTERNS, occupying more than nine thousand bins at their warehouse and storehouses, backed up by more than four thousand original crates, casks and cases of China, Crockery and Glass.

Their new storehouse is on a spur track of the New York, New Haven and Hartford R. R., connecting with the Cunard, Hoosac Tunnel and Mystic Wharfs and Docks.

Visiting buyers are invited to examine my new quarters and NEW PATTERNS.

JAMES P. GORDON

Room 23

25 WEST BROADWAY . . . NEW YORK

No. 4822, may learn of a large market for such lines of glassware in Europe.

To take care of their increased business the United States Enamel Co., Moundsville, W. Va., will erect two new buildings three stories in height at a cost of \$60,000.

The dissolution of partnership of the Cuddy, Brodeur Co., retail crockery dealers, Montreal, Canada, is announced. Mr. Brodeur will carry on the business under the style of "The Brodeur Co."

Schedules in bankruptcy of the Van Maasdyk-Kahn Co., importers of china and metal novelties, 121 West Twenty-third street, show liabilities \$10,698, of which \$8,655 are unsecured claims, and assets \$749.

The Keystone Enameling Co., recently formed under West Virginia laws by T. M. Garvin and E. K. Davis, of Wheeling, W. Va., will erect a new plant near Sharpsburg, Pa., a site of 640 acres having been purchased for the the purpose.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	Booths, Ltd.
The ALEXANDRA,	"
The MARQUIS	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	"
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	Samuel Ford & Co
The DEVONSHIRE,	"
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co,
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA,	"
The PRINCESS,	"
The AMSTEL.	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China.
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE. J. Pouya
White and Gold Encrusted, the LORRAINE,	"
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH,	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	John Maddock & Son
ALTADENA, Border Hotel,	Ashworth Bros.
Mason BLUE CANTON,	"
Royal Dresden. BLUE ONION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

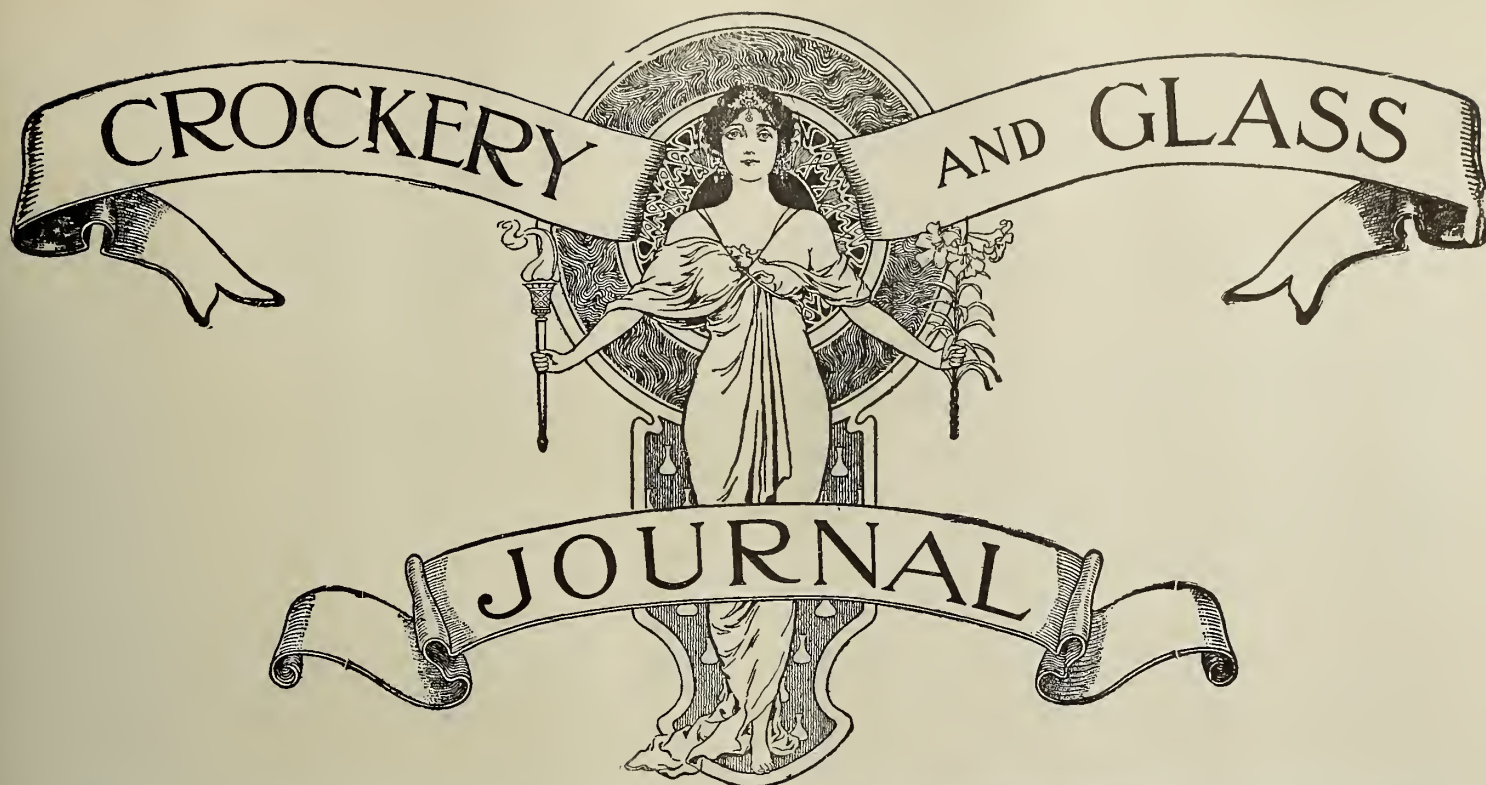
Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON



NEW YORK, MAY 12, 1910.

THE CONDITION OF BUSINESS.



Some belated import orders were received during the past week which were exceedingly gratifying. In a few cases the hope that these orders would be placed had about been given up, and they were therefore all the more pleasantly received. Some of the travelers also report an increased business for the week, while mail orders have fully maintained their standing. These things have in a measure revived hope that the April business which was not done may yet be realized.

Two large scheme houses have placed this week orders for pressed glass, principally berry sets and jugs, aggregating a carload each every week for several months.

The increased demand has also extended to the potteries, and good orders have been received from many sections.

While business as a whole is not brisk, it is certainly better than it has been.

The summer hotel, country and seaside demand is about normal. Owing to the early spring proprietors at these places are anticipating a good season.

Department store buyers, who ought to have placed import orders before this, are still holding off. If they expect to get goods from stock later on they

are likely to be disappointed. The condition this year differs materially from a year ago. Taught caution by their experience in 1909, the big import houses have not contracted abroad for large quantities. In fact, with a few exceptions they have only ordered in accordance with their commissions. Manufacturers on the other side have not, so far as we can learn, prepared to make stock; consequently, the market is likely to be bare of goods after the import orders have been filled. If our reading of conditions is correct, buyers who have neglected to order will be put to their wits' ends to supply their trade.

General conditions throughout the country—which have never been bad—are improving. Reports sent out by the “bears” have been proved wrong. The prospect for the wheat crop is ten per cent better than last week: fruits have not all been killed, as was reported; neither is the cotton crop so badly injured.

Retail trade has also shown an improvement, and legitimate crockery houses find their April business ahead of last year's. This is also true of a few of the large department stores, though as a rule the dry goods houses have suffered, particularly in the large cities.

Taken as a whole, the trade outlook is quite hopeful.

A sudden improvement was shown in **Trenton.** trade by repeat orders and a demand for matchings during the past week. This change for the better indicates an urgent need of stock by the retailers, for in every case the demand was for immediate shipment. Early in the week a little difficulty was experienced in getting enough cars for the transporting of the goods, but the railroad companies corrected this inconvenience, and shipments are now being made promptly. Manufacturers here express themselves in the most optimistic way, and their expectations are that the spring season will show the best returns in their history.

Pittsburgh and Vicinity. While a lack of activity is reported by some manufacturers, with others orders are very heavy. Tumbler manufacturers have about all the business they can handle, and shipments of these goods are behind. Table lines are not selling as well as the manufacturers would like. Collections are very good.

East Liverpool and Vicinity. Some potteries in the upper Ohio Valley are as busy as they can be. At others, where not much new business is coming in, they are working on back bookings. One manufacturer says there is lots of business if one wants to take it at "a price." On the whole, all potteries are active, even though some could ship more ware than they are now doing.

Rochester and vicinity. Manufacturers hereabouts say the glass trade is good. Cut lines are going better than a month ago, while blown and pressed wares are selling up to the standard set in January. The decorating shops are very busy, and a great deal of souvenir glass is being shipped.

FINED \$500 FOR VIOLATING INJUNCTION.

THE United States Circuit Court of Appeals on May 2 affirmed the order of the lower court fining Wm. Bernard, Inc., \$500 for violation of an injunction issued July 25, 1904, against the sale and manufacture of match boxes and similar articles having a protective ring of leather pinched in the bases, the patent on which is owned by Frank & DeKeyser, the complainants. About a year ago Wm. Bernard, the individual, was fined \$1,200 by Judge Hough for a similar violation.

The court's decision establishes an important precedent in that it holds that the formation of the cor-

poration of Wm. Bernard, Inc., did not absolve it from the consequences of infringement, as Bernard, its treasurer, fully represented it, and service on Bernard the individual was binding on Wm. Bernard, Inc. On this point the decision states: "A person who, with full knowledge of its provisions, has violated an injunction may be punished for contempt, although not a party to the suit."

A GRACEFUL TRIBUTE.

A NUMBER of American women, employees of Chas. Mayer & Co., china and glassware merchants, Indianapolis, Ind., who knew the late Princess Marie of Denmark through her art work in Royal Copenhagen porcelain and admired her true democratic spirit and broadmindedness, sent a beautiful wreath to Minister Egan to be placed upon her



coffin. Accompanying the tribute, which is illustrated herewith, was the following:

A token of our high admiration of Her Royal Highness Princess Marie as a creating artist in Royal Copenhagen porcelain and as a noble, high-minded woman.

MISS LAURA STEFFENS,	MISS E. REISSNER,
MISS M. MORROS,	MISS N. STUTSMAN,
MISS E. HANSEN,	MISS E. REINECKE,
MISS E. DICKS,	MISS CLARK,
MISS DRYER.	

The Danish people are enthusiastic over the

gift, and the newspapers give much space to the matter.

The interest attaching to Royal Copenhagen porcelain is constantly growing in this country. Only last week W. A. Putnam, a wealthy connoisseur, bought and presented to the Brooklyn Institute of Arts and Sciences \$1,000 worth of its art productions.

AT BOSTON.

THERE is one "sure thing" in Boston that proves the popularity of the CROCKERY AND GLASS JOURNAL. It is nearly impossible to go into the offices of the trade without seeing the JOURNAL about. This week the writer caught six in the different houses reading it, with several more who had "just got through" their weekly perusal.

G. E. McFarlin, manager of the Pittsburgh Lamp Brass and Glass Co.'s Boston offices, is traveling through Rhode Island and Connecticut. J. J. Dunn, the popular road man, leaves in a few days on a six weeks' tour of the trade, covering Western Massachusetts, Vermont, New Hampshire and Maine.

M. E. Ellis, who was formerly well known in the glass and crockery trade, was in Boston this week making a few social calls on the boys. He is now with the Erie Specialty Co., housefurnishing utensils, Erie, Pa.

The Jones, McDuffee & Stratton Co. had some unusually attractive window displays last week, featuring medium-priced dinner sets and a variety of patterns in decorated china. Their window exhibitions are the most extensive of any concern in New England.

Within fifteen minutes after he had registered at the Quincy your correspondent was interviewing W. L. Woodward, of the Warwick China Co., Wheeling, W. Va., who will show his line here for the next week or ten days. Thence he goes through Southern Massachusetts, Connecticut and Rhode Island. Mr. Woodward classifies trade as "spotty"—good in one locality and fair or poor in another.

"In about a week vigorous activity in cut glass sales will occur," says E. E. Hamblin, buyer for R. H. White Co., "as probably every bride during June will receive cut glass for sixty per cent of her presents. The rush of sales during this period has been known to even exceed the holiday trade."

H. B. Hollis, New England representative of the Cambridge (O.) Glass Co., has just got back from a successful New England trip. Anent business Mr. Hollis said: "I found conditions rather quiet in north-

ern New England, but there is a decided boom in the southern territory." Mr. Hollis also handles a line of high-grade hammered brass and copper goods.

James Hanning, crockery and glass buyer for the Jordan-Marsh Co., recently returned from his maiden trip abroad.

Another clever glass distributor is John W. Power, Boston man for the Buffalo Cut Glass Co. He also carries a line of brass goods and novelties.

Visitors in town this week were George E. Gaylord, of the Enterprise Cut Glass Co., Elmira, N. Y.; A. C. Haines, of C. Dorflinger & Sons, New York.

OBITUARY.

GEORGE W. WOOD, one of the best known crockery packers in Trenton, N. J., died at his home in that city last Saturday after a very brief illness. The deceased was a conspicuous figure as a fire-fighter during the days of the volunteer department.

* *

William Philpot Greer, aged sixty-five, secretary-treasurer of the Greer-Milliken China Co., Pittsburgh, died May 7 at his home in that city. He had been ill for only three days. For forty-five years Mr. Greer had been actively engaged in the china business. He continued alone until 1902, when he and Mr. Milliken, formerly of the firm of Fawcett & Milliken, formed the Greer-Milliken China Co.

* *

Hiram Burton, an aged potter, died of heart disease in the office of the Ransbottom Bros. Pottery Co., Roseville, O.

* *

George H. Martin, aged 97, died at his home in Trenton, N. J., May 5, after an illness of a year's duration. He was employed at the Willets Mfg. Co.'s plant for twenty-three years previous to his breakdown.

CHRISTOPHER & CO. TO LIQUIDATE.

E. F. CHRISTOPHER & CO. china and glass jobbers at 43 Park Place, this city, are about to liquidate. The nominal assets are placed at \$4,000, with liabilities of \$8,200. A meeting of creditors, including representatives from a number of houses in the District, was held in the rooms of the Crockery Board of Trade on Monday, and a committee appointed to inventory the stock on hand. A second meeting was held Wednesday at which the committee reported, and it was agreed to place the company in the hands of L. S. Owen, secretary of the board, for liquidation.

THE WINDMILL TRIM.

WINDOW trimmers are about evenly divided in opinion when the question of a "moving" display comes up. They all admit that anything in motion in a show window will attract attention; but when they discuss it from a sales standpoint there are differences of opinion. It is readily appreciated that a moving display will attract people from distant points, whether they are contemplating a purchase or not, and it seems fair to assume that persons interested in buying will also be drawn to the display. One thing is sure: movement of almost any sort in a window will focus people's attention, and for this reason alone the following "windmill" trim should be of interest to retailers.

To construct the mill, nothing expensive is re-

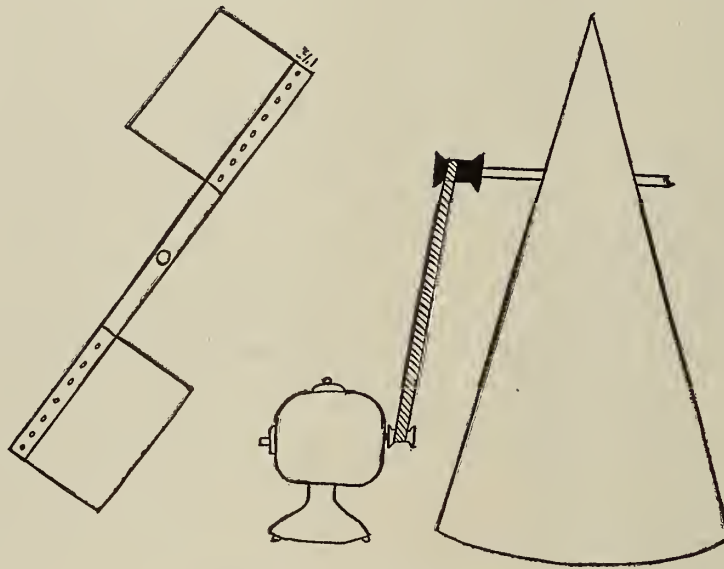
lowest notch the mill revolves very naturally.

It is now necessary to paint the mill, and original ideas can be employed to good advantage. Red with brown wings will form a good contrast.

This affair, although very simple, drew crowds the entire time it remained in a retailer's window in this city. It should prove equally effective wherever shown.

LIGHTING GLASS EXHIBIT AT ST. LOUIS.

THE National Electric Light Association will hold its annual exhibit at St. Louis May 17 to 23. A mammoth display of lighting glass will be a leading feature of the exhibit. A. H. Patterson, vice-president, and E. H. Peck, manager of the Phoenix Glass Co., New York, will be among those present.



DETAILS OF WINDMILL.

quired. Some fairly heavy bristol board, a few slats and an old electric fan are all that are necessary.

To make the wings, cut two of the slats to a length of two and a half feet, and affix with thumb-tacks the cardboard wings, the same shape as shown in the illustration. These wings should be seven inches long and five wide. The pine slats should measure at least one and a half inches in width, as it is necessary to bore a hole in each directly in the centre.

Now cut a cylindrical piece of wood about twice the diameter of an ordinary lead-pencil and about eight or nine inches long. This must be wedged tightly into the hole made at the centre of each slat.

The mill itself is made of cardboard, and shaped like a cone. It can easily be fastened together with bent pins. The next thing is to pierce the cardboard structure sufficiently near the top to look well (see illustration.) This hole must be large enough to allow the axle supporting the wings to revolve freely. A spool is then fitted to the axle at the end, protruding from the rear of the mill. A small belt, made of cloth or string, can be adjusted to the spool and to the electric fan motor, and with the speed at the

WHEELING POTTERIES CONSOLIDATE.

PLANS for the consolidation of the Riverside, Avon and La Belle plants of the Riverside Potteries Co., Wheeling, W. Va., with the Wheeling Enamelled Iron Co. were approved at a meeting of the parties interested on Monday night, and a committee was appointed to interest capital in the new concern, which will be known as the American Sanitary Mfg. Co.

The La Belle plant is to be purchased from the present owners for \$70,000, which sum will be provided in a bond issue. Both the Riverside and Avon plants are to be taken over by allowing the general creditors 40 per cent of the amount of their respective claims in the second mortgage bonds. The syndicate subscribers are to receive the full amount of their claims in second mortgage bonds, and in addition will receive 20 per cent of the amount of their claims in stock.

It is claimed that the new concern will be the largest sanitary manufacturing company in the United States.

The New York Crockery and Glass District.

During the past ten days several good-sized orders have been received by J. Morgan & Sons for their hammered brass brackets. The line of these fixtures on display at the showrooms is excellent. A handsome illustrated booklet describing the goods is just off the press and will be sent on request.

The view of Washington Park from the rear windows of 43 West Fourth Street, where a number of crockery and glass concerns are located, is very refreshing just now. Everything is so green and beautiful that the occupants turn to their desks again with a sigh—consoled only by the thought of what they will do later on, when the vacation season begins.

Cox & Lafferty have some special values to offer in pressed glassware from the Imperial glass company, Bellaire, Ohio. These items are all staple and will make leaders for sale purposes. For goods from the Seneca Glass Co. they request their customers to anticipate their wants as early as possible, as they are rushed with orders for immediate shipment.

One of the most conspicuous displays in the house-furnishings department of Bawo & Dotter is the extensive line of palm-leaf goods. It embraces carpet-beaters, knife, fork and spoon compartment trays, letter-trays, plain and fancy waste-paper and needle-work baskets, covered fruit baskets, and graduated sizes of traveling bags. The goods are all substantially constructed and modeled after designs which have proven popular with the trade on this side. At present the line is for import only.

The Goodwin & Kintz Co. announce that their new "Highland" line of electric, gas and combination fixtures will be ready about May 15th.

Another shape has been added to the big line of Sudlow teapots carried by Rob't Slimmon & Co., and christened "Sefton." It is comparatively low, mottled

in different styles, banded in gold, the lower half of the body decorated with a jeweled checkered effect in turquoise and white. The "Cromer" shape is another recent arrival. The body is white, lightly decorated with a fine line gold treatment, and the cover, handle and spout in solid gold.

A new line of library table lamps, just from the factory, has been received by the Plume & Atwood Mfg. Co. Especially worthy of mention are the small tapering portables in Old English and verde finishes and Mission effects. A feature interesting to buyers is the assortment of hand-riveted bases observed on many of the new lamps. A special contrivance that instantly converts an oil lamp into an electric one has also made its appearance, and will doubtless have a large sale.

The Haviland & Abbot Co. are making an attractive price on a few casks of fine dinnerware now in stock. Each cask contains five one-hundred piece sets with various rose spray decorations trimmed with gold. These treatments give the popular pink effect for which there is such a demand at present.

S. L. Ehrlich, who is with E. H. Hammond at 65 West Broadway, has taken the agency for a new inverted gas lamp made by the Nehr Mfg. Co., Carlstadt, N. J.

Attractive new shapes in "Palatine" china, different from the general run, have just been unpacked by the Art China Import Co. and placed on display. The entire dinnerware service is expected in ten or twelve days.

The new Grecian border in the deep plate etched line of the Fostoria Glass Co. is very popular. It is observed on their complete line of compots, jugs, and stemware. It is needle etched, and while carried out in regular repeats, has a broken effect that is very attractive and novel.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 12, 1910.

THE FIGHT ON IMPORT RATES.

THE present controversy on the import freight rates from New York, Boston, Philadelphia and Baltimore promises to develop into a merry rate war between the various railroads which may be of considerable advantage to importers, for a time at least.

The Boston rate of 67 cents is the uppermost consideration because it gives that city an advantage over the others, with the exception of Baltimore, which enjoys the same rate. The New York interests, however, are not content to permit the other ports to be favored with lower rates and are bringing pressure to bear to place the metropolis on a par with the other competing ports.

The differential rates placing New York at a disadvantage date back to 1887, when the Thurman bill went into effect. The excuse given at that time was that ocean rates were higher to the other ports, and the differential rates were made to equalize the combined ocean and railroad rates to Chicago. Up to the rate war of eighteen months ago the import freight rates to Chicago per hundred pounds, first class, were as follows: New York 75 cents, Boston 75 cents, Philadelphia 69 cents, and Baltimore 67 cents. At that time, through pressure from the Canadian railroads, the Boston rate was reduced from 75 cents to 67 cents. This brought about an unsettled condition that was not satisfactory to the domestic railroads nor to the other ports. The transportation interests were unable to arrive at an agreement, and invited the commercial interests of the various cities to ap-

point committees to hold joint conferences to see if they could agree on a plan, or to agree to submit the matter to arbitration.

Several conferences have been held recently, but it appears that Philadelphia and Baltimore are only interested in deciding the relative position which should be occupied by Boston, thus leaving New York practically out of the question. Naturally, this is not pleasing to the commercial interests of New York, and they are now making a decided stand for an entire readjustment, arguing that the reasons advanced for the original differential rates in favor of Boston, Philadelphia and Baltimore no longer obtain, and that under the prevailing rates all three cities are accorded an unfair advantage over New York as a port of entry. This unfair advantage has become particularly exasperating within the past few years, and New York has decided that the time has come to make a firm stand to protect her supremacy among the ports of entry in this country.

PERSONAL.

FOR a business man the trip to Europe means rest and recreation. With pleasant company the journey becomes a very desirable one. On May 14th the Carmania will have as passengers, should nothing interfere meanwhile, E. F. Anderson, of Geo. F. Bassett & Co., Rob't Slimmon, Chas. H. Woodbury, of Mitchell & Woodbury, W. S. Pitcairn, and Col. Chas. J. Seiter, of Higgins & Seiter. A goodly company, if ever there was one.



John J. Curry, buyer for Houghton & Dutton, Boston, accompanied by E. P. Morse, merchandise man, was in New York during the latter part of last week.



J. H. Venon sails May 19th on La Provence, to be gone four months. He goes direct to the glass factory at Kosta, in Sweden, where he will inspect the glass that he has ordered, to be sure that it is all right before shipment, as he proposes to give people just what they bought. Then he will spend some time at Limoges.



C. R. Marcotte has resigned his position as china and glassware buyer for the Mount Royal Department Store, Montreal.



W. H. Stockdale, New York representative of the Roseville Pottery Co., was called to Zanesville, O., last week because of a fatal accident to his brother, J. F. Stockdale. The deceased, a prominent lawyer, was driving with his wife from Coschocton to West

Lafayette, O., on Friday, April 29. The horse became frightened and ran away, and both jumped from the carriage. Mrs. Stockdale escaped unhurt, but her husband received injuries which resulted in his death on Friday, May 6.



For the information of his personal friends Harry G. Mills, with the Homer Laughlin China Co., requests us to announce that he has changed his home address from 127 Park street to 231 Passaic street, Hackensack, N. J.



In remitting his check for subscription to the JOURNAL, J. H. Johonnot, with the Sterling Glass Co., Cincinnati, O., writes that business is good, and that the plant is working a large force. He says that the strikes in the Eastern cut glass factories have resulted in their obtaining a lot of high-grade workmen.



Fred Buscombe, of Vancouver, B. C., and Will Junor, of Toronto, Canada, spent a few days in New York last week, and left for their respective homes on Sunday night.



Fred. Siem, with the Dohrman Commercial Co., arrived in New York on Tuesday from Europe on the Kaiser Wilhelm de Grosse. He will start for San Francisco Sunday night.



James D. Wilson, treasurer of the Tarentum Glass Co., and affectionately known as "Jimmie" all through the trade, made one of his rare visits to New York this week. H. M. Brackenridge, president of the company, was with him.



E. Torlotting, New York representative of the St. Louis Crystal Glass Co., is due to arrive home from a trip through the West on Saturday.



Alfred Moment, representing M. Redon & Co., is in Boston this week. His business in the West and South has been very satisfactory.



Henry Knatz, with Gimbel Bros., Philadelphia, who returned from Europe last week, was a visitor in New York.



D. R. Marshall, New York agent for the Tarentum Glass Co., is making a two weeks' trip through New England.



R. Asher has resigned his position as china and glass buyer for Gordon, Mackay & Co. of Toronto. He has connected himself with the Republican Stamping and Enamelware Co., of Canton, O., as their Canadian representative. R. T. Couch, form-

erly of Couch & Schneider, Ltd., Mitchell, Canada, has succeeded Mr. Asher as buyer.



S. E. Steininger, with Frank & De Keyser, left Monday night for an Eastern trip of two weeks.



H. S. Clarke will show the Slimmon lines at Louisville on the 13th, Indianapolis 16th and 17th, Cincinnati 18th, and Pittsburgh on the 20th.



A. Gredelue has been sending in some good orders from Southern points.



Chas. L. Dwenger sails for Europe May 21 on the Kaiserin Augusta Victoria to make his annual tour of the factories.



Geo. Hamilton, of Furnivals, left for Chicago on Sunday.



F. D. Farrell, of the Blakeman & Henderson staff, ran into headquarters Tuesday after four months on the road. He is billed to leave the latter part of the week with the trade stimulators recently arrived.



R. Lewers is the new china and glass buyer of the Scroggie Co. of Montreal.



F. Morse, formerly head of stock for Wanamaker's, this city, has connected himself as city salesman for Gillinder & Sons. Mr. Morse is very well known and extremely popular among the city trade.



A. H. Hoag, who is on a business trip out of town, is expected back in about a week.



Victor Levoyer, with A. Gredelue, sails for Europe on the 24th.



E. J. Ridgway departs on the 20th for his regular European trip. He has taken passage on the "Empress of India," sailing from Montreal.



It is reported on good authority that Mr. Lehman, of Lazarus, Rosenfeld & Lehman, will retire from the firm June 1.



"Barney" Flannery, formerly with the Dale Co., has joined the selling staff of the R. C. Heather Co., fixture manufacturers.



J. E. Plummer, with the J. Pouyat Co., who returned from the South last week, reports a lull in buying owing to the drop in prices of cotton and the damage to crops by the recent cold wave.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J Kling, with Holzheimer & Shane, hf, Amsterdam, N Y. Navarre.
Miss E A Ledger, with H S Barney & Co, hf, Schenectady, N Y. 75 Spring.
W G Lewis, with G. Innes & Co, c, Wichita, Kan. 31 Union Sq.
W J Ludwig, with Smith & Murray, hf, t, Springfield, Mass. 55 White.
H E Kine, with Watt & Shand, hf, c, Lancaster, Pa. 55 White.
A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.
A B Sutherland, of Robertson, Sutherland & Co, Lawrence, Mass. 55 White.
Mrs J C Nourse, with Woodward & Lothrop, Washington, D C. 438 B'way.
V M Smith, with Carter Dry Goods Co, hf, Louisville, Ky. 43 Leonard.
Mr Foster, with Shreve & Co, San Francisco.

BUSINESS BRIEFS.

Anderson & Co. have opened their new store at Franklin, Pa.

S. E. Trimmer has opened five and ten cent store at Gettysburg, Pa.

L. O. Tresewriter will open a five and ten store at Mt. Vernon, Ind.

A. J. Wissner has opened a new five and ten cent store at Middletown, N. Y.

The State Novelty Co., of this city, has been incorporated with a capital of \$20,000.

The Canfield Mfg. Co., of Canfield, Ohio, has been incorporated with a capital of \$5,000.

The Fetterman Syndicate will open a new five and ten cent store at Quakerstown, Pa.

The Woolworth Syndicate will open a new branch store on Main Street at Marlboro, Mass.

Mrs. Robinson has opened a five and ten cent store in Poor's Block, Cambridge, Mass.

Crouse & Tremanine, proprietors of the National Lamp Co., Niles, O. have erected a new glass plant at that place.

Gamey & Graham have purchased the general

store at Gore Bay, Ontario, formerly operated by W. & S. Jackson.

The Franklin Glass Co. has been organized at Columbus, O., with a capital of \$75,000.

Heiman & Byers, of Evansville, Ind., have failed. E. Stephens has been appointed trustee.

Cohen Bros., of New York, are planning to open a large department store at Jacksonville, Fla.

Halley's Department Store, White Plains, N. Y., has been incorporated with a capital of \$75,000.

A petition in bankruptcy has been filed against the Mycenian Marble Co., of this city. The assets are estimated at \$10,000.

The pottery plant on the estate of Peter Rilger at Newark, N. J., was destroyed by fire May 8th, entailing a loss of \$7,000.

E. J. Warren has opened his new department store at Millinocket, Maine, and is making a specialty of crockery and glassware.

A petition in bankruptcy has been filed against Anna Weiss, crockery dealer, this city. The stock on hand is estimated at \$1,000.

S. Hobart & Sons have succeeded the Leonard-Hobart Co., Grand Rapids, Mich. This company operates a crockery store on Monroe street.

Walter G. Muirhead, Thomas R. Armstrong and Dougal Herr, of Jersey City, have incorporated the Co-operative Twenty-Five Cent Stores Co. with a capital of \$200,000.

S. S. Kresge, the five and ten cent store proprietor, has purchased the property at 611 Market street, Wilmington, Del., where a new store will be located. The price is reported to have been \$40,000.

DEARTH OF BOYS IN GLASS FACTORIES.

THE glass factories are having much trouble in securing boys to work. The law prohibiting the employment of boys under fourteen has curtailed the supply, and older than that they are not satisfied with the wages paid. They can get more money in the iron and steel plants, and, besides, have the prospect of earning more later on than they can ever get in a glass factory. Aside from this, just now the baseball field calls loudly—and when a boy wants to see or play a game he goes, and that's all there is to it. Meanwhile the plant can go hang, for aught he cares.

Among the Potteries

East and West

Some of the potteries hereabouts could handle more business, but as a rule every plant is working about to capacity. The Knowles, Taylor & Knowles Co. is working stronger now than for several years, and the same story might be told of others. The Laughlin China Co. is working its large plant in Newell and those in this city about to capacity. Although this is the off season in the trade, the manufacturers believe that as a whole it will prove to be the best of any during the past four years.

* *

W. C. Shaffer and C. V. Hendershot have formed a partnership and have started an exclusive decorating shop on Vine street. The principal work of the firm at present is the decorating of porcelain specialties—a new feature in the local trade. Orders are already of a character that will keep the plant working steadily for months.

* *

Harry A. Keffer, of the Warner-Keffer China Co., who has just returned from a Western trip, says that territory is in a healthy condition, and that the trade wants goods early.

* *

Mr. Rosenthal, with Louis Siegel Co., Baltimore, was in the district during the past week renewing contracts.

* *

A new Dutch line of jugs is being shown by the Colonial Pottery Co. in five different treatments.

* *

S. A. Royce, with the Thompson Pottery Co., has been spending a few weeks at the home office.

* *

The general office of the North American Manufacturing Co. at Newell was entered by thieves early last Thursday morning and the safe wrecked with nitro-glycerine. Less than \$200 was secured in cash, but the damage to the office was about \$300. The company is composed of many financially interested in the Homer Laughlin China Co., and others identified with the pottery trade here and in Chester, W. Va. Marcus Aarons, of the Laughlin Co., and also of the former concern, sailed for Europe on the day of the robbery, but will not be advised of the incident

until his return. Up to this the thieves have not been captured.

* *

At the regular May meeting of the Western Standing Committee the following adjustments were announced: Deep plates from Cartwright's settled at 6½ cents for 6 inch, 7 cents for 7 inch, and 10 cents for 9. Setters from K. T. & K. at 6½ cents per dozen, being one cent a dozen over plain plate price. Dishes and bakers from Steubenville withdrawn, settlement having been made by the men and firm. These differences are pending for settlement at a meeting to be held June 13: Sugar from Coshocton, the sticking-up price being in dispute. A grievance from the dippers' local was received against the Hall China Co. on the price to be paid for their hardening-on kilns for underglaze decorating. Special thin cup from the West End Pottery Co. was introduced, the turning price for topping and polishing being in dispute; the men ask three cents, the firm offer two and a half cents.

* *

A handsome twenty page catalogue has just been issued by the D. E. McNicol Pottery Co. Every page is in colors and shows the variety of treatments offered on the dinner, toilet and specialty lines.

* *

There is not an idle department in the plant of the Smith-Phillips Co., the demand for their Princess dinner shape being greater than ever anticipated. The St. Regis is also having a good sale. The Princess shape, while admittedly the highest-priced dinner offering of any plant here, is having such a demand that the firm is kept hustling to fill orders.

* *

A new treatment on dinnerware about to be shown by the Globe Pottery Co. will be all hand-traced work.

* *

William Lynch, of the Taylor, Smith & Taylor Pottery Co., has been maintaining a display at the Hotel Henry in Pittsburgh during the past ten days.

* *

Samuel Larkin, of the National China Co., who has been spending a month in the West on business and pleasure combined, is due home early next week.

The No. 2 plant of this firm at Salineville is now in operation and is shipping ware.

* *

Various locals of the National Brotherhood of Operative Potters have started to elect delegates to the annual convention, which will be held in Atlantic City starting July 1.



Philadelphia, Pa. The Rock Spring Pottery, which has been idle for some time, resumed operations in full May 2.



New Castle, Pa. Hotel china is now being made by the Shenango Pottery Co. in connection with its semi-porcelain bodies.



Kittanning, Pa. The Pennsylvania China Co. is increasing its capacity. A new 100-horsepower boiler is being installed, and new plunger mills and additional kilns are to be built. The plant now has a capacity of seven kilns and six decorating kilns.



The local organization committee of the **Trenton.** National Brotherhood of Operative Potters has about completed arrangements for the unionizing of the electrical porcelain workers of this city, thus bringing into their ranks the only branch of the industry which has until this time remained unorganized. For several years spasmodic efforts to get these men into a labor union have been made, but in each instance after temporary organization they have drifted along until finally the matter was practically forgotten and they eventually went back to their former condition. In this the operative potters see an element of danger to their interests. While the electrical workers do a slightly different class of work from the pressers in other branches of the trade, nevertheless should trouble arise they could be of material importance, and it is to avert this danger as well as for the interest of the men themselves that the organization will be completed.

* *

Hugo H. Hamill has been unable to attend to his duties at the Keystone pottery during the past week owing to illness.

* *

Resolutions are rapidly being put into shape for presentation at the next potters' convention. One of them will bear on the sanitary condition of the various plants. As is well known, the potting industry is one of those tabooed by the insurance companies. This is due to the immense amount of dust inseparable from the work, the inhalation of which it is claimed gives rise to pulmonary troubles. To overcome this it is proposed to compel the manufacturers to equip their plants with vacuum cleaners. Another

complaint is that most of the potteries are so far removed from sewers that no connections can be made, and means are to be adopted whereby the present inadequate sanitary conditions may be improved.



Plans have been prepared by the **Baltimore, Md.** Edwin Bennett Pottery Co. for the erection five three-story buildings, to cost about \$30,000. The main buildings of this company were destroyed by fire several months ago.

THE RETAILER'S NECESSITY.

YOUR business principles may be right; your bank the best; your service to customers faultless. But the public has got to know! Keep always your talking points before the public. Get in the glare of favorable publicity. Make known the merits of your proposition. Success comes by focusing the diverging rays of public opinion—centering buyers' choice on what you have to offer. Make your ability, your service, known.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Apr. 23, '10	Correspond- ing period 1909	Exports Jan. 1 to Apr. 23, '10	Correspond ing period 1909
Boston	927	607	2713	2191
New York	549	373	2631	1463
Baltimore	1302	1399	5440	5260
Philadelphia	374	614	1762	1972
New Orleans	161	245	522	923
Newport News . . . . .	.	3	55	476
San Francisco . . . . .	....	....	....	96
Portland (Me.)	164	190	992	1871
Galveston	71	190	310	351
Portland (Or.) . . . . .	....	....	....	....
Inland Points	139	30	939	295
Total	3687	3651	15364	14898

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Apr. 23, '10	Correspond- ing period 1909	Exports Jan 1 to Apr. 23, '10	Correspond ing period 1909
New York	136	66	2485	3102
Boston	181	145	2371	2022
Philadelphia	32	221	1626	2187
Baltimore	386	151	5493	5565
San Francisco . . . . .	....	..	....	96
New Orleans . . . . .	....	16	249	880
Portland (Me.)	33	....	591	1943
Galveston	63	....	271	334
Newport News . . . . .	....	....	55	476
Portland (Or.) . . . . .	..	....	....	...
Inland Points	41	43	931	525
Total..	872	642	14072	17130

Around the Glass and Lamp Factories.

Pittsburgh and vicinity.

The charter of Ripley & Co., Inc., has been duly issued. The application was signed by J. G. Evans, J. C. Butler, W. S. Walsh, R. T. Rossell and J. A. Lager. These incorporators will turn the charter over to the company. The capital stock is placed at \$200,000. Plans for the erection of buildings at Connellsville have been let, and work on the two furnaces has started. It is expected the company will be making glass by September 1, according to Daniel C. Ripley, who is maintaining general offices in the House Building.

That some of the glass manufacturers are making money out of their sales is shown by the report that one factory in West Virginia last year showed a net profit of close to \$68,000 and that another plant in the same State has shown a net profit of nearly \$15,000 since January.

Reports from the offices of the Rochester Tumbler Co. show that firm to be one of the busiest in the district. There are four furnaces in operation—a total of fifty-three pots. There are fifty blown shops at work and eighteen shops on pressed ware. There is another furnace in this plant, and it is possible the company will be compelled to start this ere long.

The Jefferson Glass Co. is showing an ice cream plate which is five and one-half inches square and about one-half inch deep. It is considered one of the best plates of the kind shown to-day, and is popular in this district.

John Derrick, confidential secretary to M. G. Bryce, of the commercial department of the United States Glass Co., has been confined to his home during the past fortnight on account of illness.

The new creations in lighting effects shown by the Pittsburgh Lamp, Brass and Glass Co. are by far the most attractive yet presented by that firm. A line of showers, which take the place of the hanging dome, are distinct novelties. The shades for these showers are shown in a new form of decoration. On the inverted and upright gas and electric

shades the firm is showing the largest line in years. A new effect in glass is expected to be shown the trade within a few weeks, and it will be first presented in the shade lines.

D. A. Ripley, for years superintendent of Factory F of the United States Glass Co., has resigned to assume the management of the new Ripley plant at Connellsville, Pa. George Pritchard, for years associated with Mr. Ripley at factory F, has been appointed his successor.

News has been received in the district that the Fostoria Glass Specialty Co. of Fostoria, O., will start soon to build a new plant at Niles, O., which will have a capacity of two sixteen-pot furnaces.

The Westmoreland Specialty Co. is showing a new colonial candlestick. It has a square base, while the column is curved on the edge instead of being square.

The Indiana Glass Co. is showing a new handled dish which is a very heavy figured pattern. It is oval in shape and can be used either as a celery tray or for similar purposes.

Cut glass is having a very good run with manufacturers in this district, dealers anticipating a heavy sale for June weddings. The higher priced items are mostly in demand, so retail dealers report, while the factory managers say that general lines are selling very well this season.

There is no denying the fact that the etched lines of tumblers is growing more in favor daily. With the United States Glass Co. it is said that all of the etched patterns are having a far better sale this year than ever, and especially is this true of the deep etched goods.

A company is being formed here which will deal exclusively in the lighting shade lines. The first meeting of those interested was held during the past week in a Fourth avenue office, but details are withheld from the public for the present. It is planned

to place several new shades on the market made from an especially-made glass, and it is claimed the shade will give a greater reflection than any now on the market. The shades, it is said, will be made in a factory located near here.

A heavy figured syrup bottle is one of the late creations of the McKee Glass Co., and it is having a good run among the wholesale druggists.

W. W. Lang, in charge of the Pittsburgh office of Kinney & Levan, declares that an increased demand for the higher grade lines of glass is noticeable. In all the branches of this company cut, pressed and blown goods are handled, and the package trade is better now than for several months.

Reports from Washington just received by glass manufacturers in this district during the past week show that for the nine months ending last March glass to the value of \$11,221 was exported. Imports were valued for the same time at \$4,711,246. This amount includes glass of all character.

The Elkins Glass Co., of this city, has remodeled its offices, and three large rooms are now occupied. One is used by the Central Glass Co., of Wheeling, and the Jefferson Glass Co., of Follansbee, W. Va. Another room is used by the Eagle Glass and Manufacturing Co., of Wellsburg. A third is used for showing lighting appliances.

President W. L. Clause, of the Pittsburgh Plate Glass Co., states that the loss by fire at factory No. 4 at Ford City, last week, is estimated by the company's engineers at \$600,000. The company carries its own insurance and has about \$300,000 in the reserve fund, making the net loss \$300,000. The factory will be rebuilt immediately on the most modern lines.



Four new lines of inverted gas shades are being shown by the Eagle Glass and Manufacturing Co. They are in over seventy different treatments and decorations. This line of shades is the largest the company ever presented.

KEEPING EVERLASTINGLY AT IT.

AN advertising expert says that if the eyes of the purchasing public are once taken off a name or an article it costs infinitely more to secure their interest again than if it is kept there continuously. Record, tradition, ancestry or long associations will not serve to do the work of publicity in an age when competition is keen, and lines of greatest difficulty have often to be followed instead of the paths of least resistance which some have been content to pursue.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 10, 1910.

ANTWERP		
182 packages glassware	.....	B Gunthel
18 "	"	Bawo & Dotter
20 "	"	L D Bloch & Co
27 "	"	Geo Borgfeldt & Co
12 "	"	O Goetz
53 "	"	L Straus & Sons
33 "	"	C J Dierckx
12 "	"	Graham & Zenger
249 "	"	Miscellaneous Orders
23 "	earthenware	G F Bassett & Co
5 "	"	Bawo & Dotter
4 "	"	L D Bloch & Co
8 "	"	Fensterer & Ruhe
30 "	"	Koscherak Bros
2 "	"	L Straus & Sons
20 "	"	E R Thieler
4 "	"	Miscellaneous Orders
34 "	chinaware	Vogt & Dose
258 "	"	Theodore Haviland & Co
12 "	"	Haviland & Co
1 "	"	Miscellaneous Orders
2 "	toys	L H Mace & Co
17 "	"	B Illfelder & Co
48 "	"	F W Woolworth
76 "	"	Miscellaneous Orders

BREMEN		
2 packages glassware	.....	L Straus & Sons
1 "	"	Samstag & Hilder Bros
31 "	"	Strobel & Wilken Co
102 "	"	Miscellaneous Orders
5 "	earthenware	Bawo & Dotter
2 "	"	Geo Borgfeldt & Co
27 "	"	Strobel & Wilken Co
7 "	"	Miscellaneous Orders
109 "	toys	Geo Borgfeldt & Co
7 "	"	L H Mace & Co
3 "	"	Geo H Bowman Co
5 "	"	F A O Schwartz
3 "	"	G W Travers
21 "	"	F W Woolworth
89 "	"	Strobel & Wilken Co
83 "	"	Miscellaneous Orders

COPENHAGEN		
58 packages earthenware	.....	Geo Borgfeldt & Co
22 "	chinaware	C Kaas
3 "	"	Miscellaneous Orders
237 "	toys	Geo Borgfeldt & Co

LONDON		
41 packages toys	.....	Strobel & Wilken Co

LIVERPOOL		
8 packages earthenware	.....	The Rowland & Marsellus Co
20 "	"	G F Bassett & Co
9 "	"	George Hamilton
40 "	"	Maddock & Miller
13 "	"	L Straus & Sons
26 "	"	R Slimmon & Co
8 "	"	E Boote
4 "	"	Ed Butler
7 "	"	Fondeville & Van Iderstine
5 "	"	Jones, McDuffee & Stratton Co
5 "	"	J Wygand & Co
34 "	"	Miscellaneous Orders
69 "	toys	Geo Borgfeldt & Co
39 "	"	Strobel & Wilken Co
3 "	"	Miscellaneous Orders

GLASGOW		
2 packages earthenware	.....	W S Pitcairn

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

THE HUDSON SHAPE.

A VERY large percentage of Laughlin dinnerware decorations are running on the exquisite Hudson shape. More time, thought and painstaking care were devoted to evolving this original and distinctive shape than to any previous creation from this source. Four things must be considered in pottery designing: beauty of form, fitness of each piece for purpose intended, strength of all parts, and originality. The Hudson combines these in a superlative degree, and one more: adaptability to decorative treatment. Good clothes become some men more than others. The Hudson dresses up exquisitely and looks well even in a cheap gown. It is the nearest approach to perfection we have yet attained, and the reception accorded it by the trade everywhere is the most flattering ever enjoyed by a dinner shape from either side of the water. Our production of the Hudson shape alone is greater than the total output of any other pottery firm in existence. It costs no more than other shapes, but is worth much more than most of them.

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.

HAMBURG

18 packages glassware	Fensterer & Ruhe
5 " "	Bro n Bros
82 " "	Eimer & Amend
11 " "	Koscherak Bros
19 " "	Kmy-Scheerer Co
10 " "	Lazarus, Rosenfeld & Lehman
10 " "	W R Noe & Sons
4 " "	Samstag & Hilder Bros
5 " "	Frank & DeKeyser
12 " "	Strobel & Wilken Co
266 " "	Miscellaneous Orders
185 " earthenware	Geo Borgfeldt & Co
5 " "	L D Bloch & Co
4 " "	F Bing & Co
6 " "	Ceramic Importing Co
5 " "	Julius Palme
100 " "	L Straus & Sons
5 " "	E R Theiler
9 " "	J Wygand & Co
3 " "	N Wapler
19 " "	Strobel & Wilken Co
52 " "	Miscellaneous Orders
89 " chinaware	Bawo & Dotter
38 " "	Miscellaneous Orders
96 " toys	B Ilfelder
17 " "	Knauth, Nachod & Kuhne
12 " "	C B R uss
3 " "	G W Travers
8 " "	F W Woolworth
38 " "	Strobel & Wilken Co
194 " "	Miscellaneous Orders
4 " harmonicas	Strobel & Wilken Co

HAVRE

50 packages chinaware	Wm Guerin & Co
44 " "	H Kupper
82 " "	L Straus & Sons
20 " "	J H Venon
47 " "	Endemann & Churchill
7 " "	Bawo & Dotter
45 " "	J Pouyat Co
127 " "	Miscellaneous Orders
311 " glassware	E Utard
20 " "	Miscellaneous Orders
3 " toys	R H Macy & Co
18 " "	Miscellaneous Orders

KOBE

11 packages chinaware	G H Bowman Co
144 " "	Miscellaneous Orders

ROTTERDAM

168 packages earthenware	Geo Borgfeldt & Co
5 " "	Lazarus, Rosenfeld & Lehman
6 " "	L D Bloch & Co
34 " "	Miscellaneous Orders
122 " toys	B Ilfelder & Co
26 " "	Miscellaneous Orders

SOUTHAMPTON

5 packages chinaware	F W Jenkins & Co
5 " "	Geo Borgfeldt & Co
51 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.**LIVERPOOL**

20 packages earthenware	Jones, McDuffee & Stratton Co
152 " "	Mitchell Woodbury & Co
5 " "	Jordan Marsh Co
20 " "	A W Chesterton
4 " "	Fondeville & Van Iderstine
17 " "	E Boote
11 " "	Meakin & Ridgway
5 " "	Richard Briggs Co
4 " "	Geo Borgfeldt & Co

LONDON

16 packages earthenware	P L Carbone
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ANTWERP

65 packages earthenware	Jones, McDuffee & Stratton Co
49 " "	Geo Borgfeldt & Co
4 " "	Mitchell, Woodbury Co
16 " "	L Wolf & Co
15 " "	F W Woolworth

YOKOHAMA

85 packages earthenware	Jones, McDuffee & Stratton Co
100 " "	Mitchell, Woodbury Co
45 " "	Miscellaneous Orders

THE PROPER THING.

MANY salesmen in the crockery trade are members of the United Travelers' Association, particularly in the West. A Grand Council of this organization is to be held at Manhattan Beach June 8 to 11, and it would be a good idea for the Pottery, Glass and Brass Salesmen's Association to take cognizance of this affair and arrange to do something to entertain the crockery men who visit our city. A. E. Morford, chairman of the parade committee, with headquarters at the Hotel Victoria, 27th street and Broadway, says that 12,000 commercial travelers will be in New York to attend this council. A committee from the Salesmen's Association should be appointed to confer with Mr. Morford.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

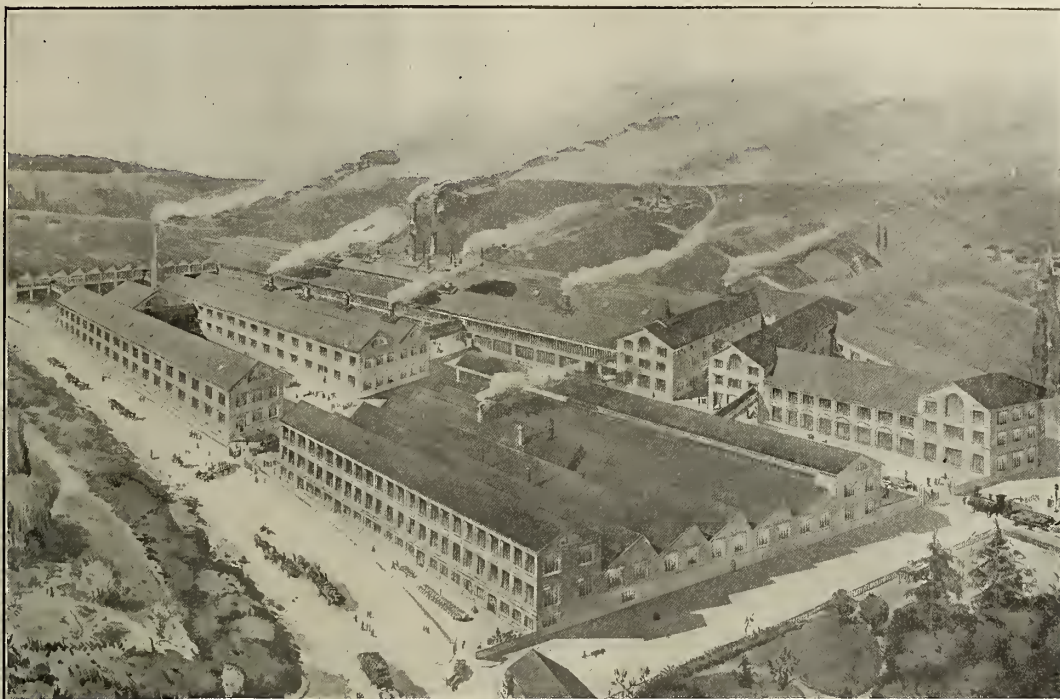
SALESMAN wanted for July 1, 1910.—A live, energetic traveling salesman to represent first-class pottery making dinner and toilet ware and exclusive line of specialties. Apply in own handwriting, stating experience, age, references and territory traveled. Address Box 720, this office.

WANTED—Commission men to handle first-class line of dinner and toilet ware, and the best line of novelties in the United States. Apply in own handwriting, giving experience, references and territory desired. None but hustlers need apply. Address COMMISSION No. 12, this office.

BUSINESS OPPORTUNITIES.

WANTED—On commission basis, by a Baltimore agent, lines of metal goods, cut glass and enamel wares. We handle from the cheapest to the best, and can deliver the goods. Address Box 718, this office.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN EVERY LARGE CITY IN THE UNITED STATES IN WHICH I AM NOT ALREADY REPRESENTED. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

WHEN CHINA IS BROKEN.

It is delightful to possess rare and costly china; but there are moments when the woman whose cupboard holds these treasures feels that life would be happier if she could make up her mind to be content with plates and cups of commoner make. To see a piece that is practically priceless endangered by the gesture of some careless guest is enough to make the heart of the most stoical hostess stand still for a moment. A slight accident, an unlucky movement, and the treasure is gone.

It is easy for the unfortunate guest to say, "Oh, I will take the fragments away with me and see that the piece is replaced," but the replacing is sometimes almost an impossibility. The first step in this undertaking is to see if the bits can be cemented or riveted together. If they are beyond that, the antique shops are ransacked—this, of course, in case the broken china was an heirloom. There is just a chance that some old shop may contain a duplicate. The best china shops, too, are visited, for families in need of money sometimes make known to these firms that they have rare china they wish to sell.

If no duplicate can be found anywhere one must be made. Through an importer a special order is given to some factory in Germany or England to have the piece copied exactly. This is no short task. Weeks, sometimes, are spent by the foreign artisan in matching a tint; trial after trial may be made without success. The hostess must generally make up her mind to wait five or six months for the replica of broken china, and the clumsy guest must pay a pretty penny for her carelessness, for having a special order filled in a foreign country costs money.

If only a small piece is broken out of the cup, plate or saucer the matter is simpler. There are china surgeons who are very dextrous. It is marvelous how they can build in a piece and paint in the design in a way that will deceive the closest observer.

Another danger the possessor of rare china must guard against is the thieving servant or the guest who—well, the thing is called kleptomania when it is a guest who does it. The life of the woman who lays up treasures on earth is not entirely placid.



**Royal Copenhagen
China**

AND

**Alumina
Earthenware.**

Trade



Mark

ROYAL COPENHAGEN PORCELAIN CO.,

CHR. CLAUSON-KAAS,

25 West Broadway, New York.

→ **SPUN BRASS.** ←

Extraordinary
low-price.

Write to-day.



Standard Flower

Pots fit

all sizes.

NEW 800 LINE OF LEADERS.

ARTISAN METAL MANUFACTURING CO.

NEW CASTLE PA.

New York.

Philadelphia.

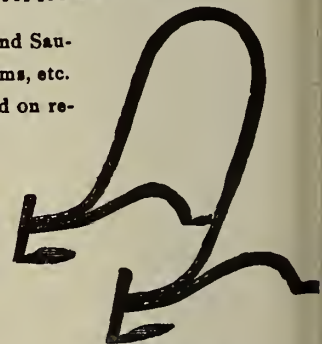
Pittsburg.

Chicago.

ESTABLISHED 1873.

**BRASS EASELS AND PLACQUE
HANGERS**

For Plates, Cups and Saucers,
Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO.,

MANUFACTURERS
60 West Broadway New York

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

OUR SPECIALTIES ARE:

HAND-MADE STEMWARE.

CUT FLUTE TUMBLERS.

DEEP PLATE ETCHED WARE.

WHITE ACID ETCHED TUMBLERS.

Full lines of samples can be
seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

J. S. DAWES,
95 Pearl St., Boston, Mass.

The China known since 1840 as

Haviland China

is stamped under each piece :

Haviland
France

} in green underglaze.

The decorated China has an additional stamp

Haviland & Co
Limoges

} in red on the glaze.

CARE OF SHOWCASES.

A GREAT factor in the good appearance of a retail store is the spotlessness of its showcases, and it has been found by experienced dealers that to give them the utmost care has always been found worth while.

Scratches on a showcase, more than anything else, are the greatest disfigurements. To make a scratch unnoticeable, dissolve one ounce of white wax in a pint of turpentine, and apply with a soft cloth. This in every case greatly improves the surface. A good solution for cleaning the glass can be made as follows: mix together one ounce each of whiting, alcohol, ammonia and water. After being applied this should be allowed to dry before being wiped off. Should a crack appears in the glass a line drawn at right angles to it with a glass cutter will prevent its spreading.

A point worth remembering is to always set showcases on a perfectly level floor. This will prevent warping. Should the floor not be straight, small wedges must be placed under the case until a level surface is obtained.

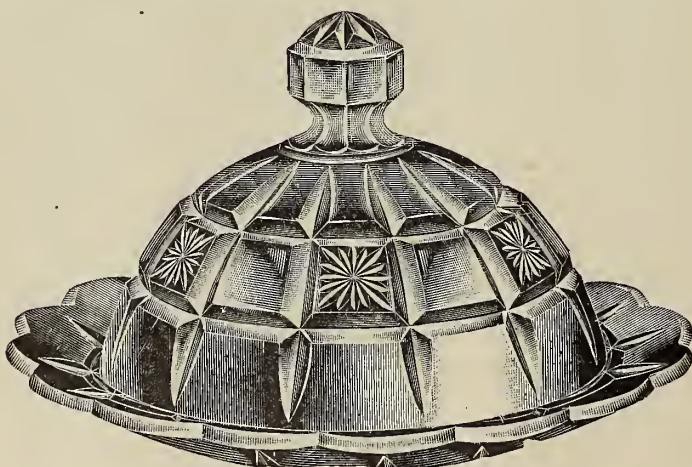
THE sweetness of low prices never equals the bitterness of poor quality.

Tarentum Glass Co.,

TARENTUM, PA.,

Manufacturers of

Fine Pressed Glassware.



VERONA PATTERN.

SAMPLE ROOMS:

D R Marshall, 25 West Broadway, New York
 G R Reinhart, 617-619 Arch St., Philadelphia
 Green & Thomas, 33-35 South Charles St., Baltimore
 J L Johnson, 193 King St., London, Canada
 Tobe Blumenthal, City of Mexico
 Himmelstern Bros, 718 Mission St., San Francisco, Cal.
 G Andino, Cuba and Porto Rico

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NEW YORK, MAY 19, 1910.

THE CONDITION OF BUSINESS.



A little better feeling prevails in business circles, occasioned by the trade which has come to the crockery and glass men during the past ten days or two weeks. It looks as if they were getting their April business in May. The increase in sales has not been large, but, coming at a time when everybody had about given up the idea of getting any more business this spring, it had an exceedingly encouraging effect.

The attention of both manufacturers and importers is now turned to preparations for the fall trade. They believe that the people have money and will sooner or later spend it, and with this idea in view every effort will be made to have lines of crockery and glass in the fall which will serve to extract that money from their pockets.

Our reports from manufacturing centres this week show that the crockery and glass plants are all working full.

Some of the potteries could do more in certain directions, but as a whole their order-files are pretty well filled.

The blown glass factories have all they can do, but the pressed glass plants would be glad to get orders for the cheaper grades.

The cut glass men have had a fairly good busi-

ness in anticipation of June weddings, but at the present moment are quiet.

Lamp manufacturers, while doing a certain amount of business all the time, are feeling the change of conditions and have concluded that the old-fashioned May buying (the time when the jobbers used to come to market to purchase decorated lamps) is a thing of the past. For the last two or three years the jobbers have been buying in January, and the fall business comes to manufacturers in the latter part of June or July.

Importers of German goods are not looking for much more business on import, but the houses that carry stock are counting on a good trade.

Some of the French importers have decided to shut down on taking any more import orders, and after this week the late buyer who gets anything will be lucky.

The importers of English earthenware are for the most part either in Europe or on their way there to prepare for the fall business. The houses importing English china have had an enormous trade and are feeling very happy over it.

It is the consensus of opinion that very little stock goods will be available this fall. Of course, there will always be some; but unless the foreign

manufacturers see fit to take a chance and make up goods for a possible demand the buyers who have delayed ordering will suffer.

General conditions remain about the same as at our last report. The railroads are exceedingly busy. Crop prospects are as good as, if not better than, last week. On the whole the outlook is cheerful.

Business continues brisk, several very
Trenton. substantial orders being received during the week. A number of demands for fancy goods have been placed, and orders from the road men are showing a slight increase. In many instances present sales are far in excess of the records for the past five years. The high-grade lines are having the best sale, although the staples are also getting their share of the business.

There was no complaint among the
Pittsburgh and Vicinity. glass manufacturers during the past week concerning business conditions, as orders were reported to be about up to the average. The factories hereabouts are all in operation, and on good time. Collections are reported good, the requests for slight extensions being few and far between.

The condition of business among
East Liverpool and Vicinity. the potteries of the West remains the same as last reported. Some manufacturers have about all they can conveniently handle, while others could take care of a lot more orders. Stocks with some shops are low, and a shortage of flat ware is reported generally.

Pottery and glass manufacturers
Beaver Falls, Pa. hereabouts report a good volume of orders on the books, and new business is coming in normal fashion. The plants here are doing better than at this time last year.

OBITUARY.

AT Bridgeport, O., on Saturday last, Major Seymour C. W. Dunlevy passed away after an illness of a year's duration, due an accident incurred in alighting from a street car at Pittsburgh, when he sustained injuries to his spine and was also hurt internally. He was able to be out after several months' treatment, but about two months ago became ill and gradually grew weaker until the end came Saturday.

Mr. Dunlevy was born in Jefferson county, Ohio, September 8, 1841. He spent the greater part of his life in Bridgeport, where he was held in the highest esteem as a citizen and business man. He was a

graduate of the Western Reserve College at Hudson, O., and after college took up the study of law in Cleveland, but gave it up to enlist in the Civil War, and joined the First West Virginia Cavalry on September 3, 1861, at Wheeling. On July 19, 1862, he was promoted to First Lieutenant. At the expiration of his first enlistment he re-enlisted and was promoted to Captain and then to Major, and his record in the service is one of a brave and efficient soldier and officer.

Major Dunlevy spent the greater part of his life in the glass business, and for many years was connected with the United States Glass Co. At the time he sustained the accident he had charge of the company's sample rooms in Pittsburgh. He was well known to the glass trade in all parts of the country.

John Patterson, of the Wellsville China Co., has passed away.

Edward Lycett, Sr., a pioneer in the art of china painting this country, died May 6 at La Grange, Ga.

Henry Karl Dangler, a pottery worker of East Liverpool, died last week from heart trouble.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G L Jones, with Hillman's, hf, Chicago, Ill. 684 B'way.

T A Neely, with Boggs & Buhl, c, g, Pittsburgh, Pa. 45 E. 17th street.

J A Stolberg, with J M High Co, s, Atlanta, Ga. 200 5th avenue.

G H Cornell, with Fellman Dry Goods Co, hf, Galveston, Tex. 45 E. 17th street.

Jas J Henning, with Jordan-Marsh Co, c, Boston, Mass.

John J Henry, with Crowley, Milner Co, hf, c, Detroit, Mich.

E W Johnson, c, g, Middletown, Conn.

Mrs Sanders, c, Binghamton, N Y.

Mr Foster, with Shreve & Co, c, San Francisco.

GIGANTIC VASE FOR ROOSEVELT.

A THREE-foot vase from the Royal porcelain works was given last Saturday by Emperor William to Theodore Roosevelt. On one side is a likeness of His Majesty and on the other two views of the imperial palace in Berlin, showing an equestrian statue of the Great Elector and the palace terrace with a statue of William of Orange. In returning thanks for the gift Mr. Roosevelt wrote appreciatively of the warmth of his greeting by His Majesty and the German people.

The New York Crockery and Glass District.

Cox & Lafferty will dispose of all import samples in June. Buyers who want them can make selections now, and samples will be at their disposal after June 1. They consist of wine, liquor and lemonade sets, also punch sets, all complete, fancy vases and glassware, fancy china, etc.

A very handsome booklet on "modern stained glass" electroliers has just been issued by Edward O. Coles, general sales agent for J. Morgan & Sons. It contains numerous half-tone cuts of the company's electroliers, accompanied by short descriptions and list prices. It is printed on heavily-surfaced tinted paper in brown ink, and bound with cord. This booklet, which should be in the hands of every buyer of electroliers, will be sent on application. A confidential discount slip is enclosed.

Paul Joseph is showing a large line of Radium glass from the Millersburg Glass Co., embracing several new shapes and colorings. Great improvements have been made by the company since this line of iridescent ware was first placed on the market.

The Mitchell, Woodbury Co. have leased their premises Nos. 28 and 30 West Broadway to Bernard Kreiser for a term of years at an aggregate rental of \$125,000. Mr. Kreiser is a real estate dealer at 81 Cortland street who takes it as an investment.

D. R. Marshall has just received some new pieces of tableware from the Tarentum Glass Co. Several styles of saucer footed sherbets are among the particularly seasonable recent arrivals. The items adapted to the soda-water and confectionery trade cover the requirements very thoroughly.

Advices from the Plume & Atwood Mfg. Co. indicate a very stout order file at the Waterbury factory. Some weeks ago early orders were solicited by this company in order to facilitate delivery, and although certain large jobbers, realizing the advantage they would gain by anticipating demand as far as possible, responded, there are still a great many firms who have

as yet failed to appreciate the importance of this. The company advise that now is an opportune time to place orders, and hope that their customers will meet them half way in their efforts to eliminate the least possible delay in delivery.

The specialties in brass goods recently placed on view at the Turner & Seymour showrooms have been receiving considerable attention by local buyers, and some good orders were booked last week. The new portables, called by the firm "the winning patterns of 1910" are also the object of favorable comment.

The efforts of the larger electric portable manufacturers are directed towards producing distinctive effects in design in combination with solidity of construction. It is a well-known fact that a portable having a hammered brass base, and made by the most expensive and thorough methods, can be duplicated in appearance by a certain class of small manufacturers at one-third the price; and there are many consumers who, having the means and desiring the best, are deceived by appearances and buy the cheap articles. The line of gas and electric portables made by the Manhattan Brass Co. will be found to be among the best made. Their latest designs are original and timely, and meet the approval of discriminating buyers.

It would be difficult to find a buyer whose taste could not be suited in the large display of gas and electric portables by the Andrew H. Hoag Co. For years this concern has maintained a distinct standard which has been rigidly adhered to and is apparent to everyone familiar with the output. The new designs are particularly good, and the large assortment to select from is another advantage.

Abels & Co. are continually bringing out new things in plate-racks, hangers and easels. They have been in the business many years—an evidence in itself that their goods are right both in quality and price. They give everybody a "square deal," ship promptly, and do business on business principles.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.

MECHANICAL DEPT.,
TEL. 6724 CORT.

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Single copies.....	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 19, 1910.

BUYING RIGHT.

THE most important and difficult problem confronting the proprietor of a medium-sized retail establishment is that of buying the right kind of goods for his trade. The merchant who personally attends to the purchasing, while he may be just as clever as the buyer for a large department store, is handicapped by the fact that in addition to this he directs the business policy of his establishment, generally superintends everything from packing the goods to hiring the clerks, and has hundreds of time-taking details to attend to every day of his life.

He appreciates the importance of buying right; still, he is forced at times to make rather hurried selections that he repents of later on. He may also gradually develop the habit of buying cheap goods. In such a case he will lose confidence in himself when he is loaded up on unsalable stock, and be less inclined than ever to consider purchasing higher-priced merchandise.

Nothing is farther from the truth than the statement that "buying cheap is buying right." The experienced retailer is always working to elevate the standard of quality of his stock. He is after the larger profits to be had in selling more expensive articles.

The opportunity should be grasped by every person engaged in retailing china and glassware to gradually raise the quality of his stock. It cannot be done all at once; but it never will be done unless a beginning is made. A reader could be issued containing snappy quality talk on some especially desirable line or article. Values should be featured, and not prices.

The retailer who makes a determined effort to educate his trade to buy better-quality goods will find his buying easier and his trade more substantial.

PERSONAL.

WHEN to fifty years of continuous business life is added the fact that a man has been in the one spot all that time without change of firm, and has not failed nor had a fire, he is deserving of more than passing notice. Wm. Lawton, of Wilmington, Del., is such a man. He was here buying last week, as full of vigor as ever, and giving no evidence of his years of service. He has the principal store at Wilmington, occupying a four-story building 25 by 110 feet. Besides crockery and glass he carries a large line of housefurnishing goods,



Edward Butler arrived home from Europe on the Celtic Monday afternoon, after a very rough voyage. The steamer was detained at Liverpool ten hours on account of a storm, and the weather was bad all the way over.



Justin Tharaud and Christian Dierckx will be fellow passengers to Europe on the Lapland, Saturday, May 21.



W. P. Garvin, with Rob't Slimmon & Co., left this week for a short trip through Canada.



Charles Kaiser, who has been buying in Japan for Morimura Bros., left that country for home May 5. If he comes straight through without a mishap he ought to arrive in New York about the 26th.



Mr. Forster, of Shreve & Co., San Francisco, is in the city.



Fred Bremmerman, of the St. Louis Glass and Queensware Co., came to New York last Friday. He is on a vacation visiting relatives, but managed to call on some of his business friends.



Alfred B. Evans, with Meakin & Ridgway, ran in from the road on Friday for a rest, and went out again on Monday.



Hugh C. Edmiston is booked to sail for New York May 21.



In announcing last week that a number of importers would sail for Europe on the 14th, the statement was qualified by the words, "unless nothing interferes." Something did interfere with two of them. Unfortunately, Chas. H. Woodbury lost his father by death, and W. S. Pitcairn was detained by the illness

of his wife. Messrs. Pitcairn and Woodbury sailed on Wednesday of this week.



Thos. Neely, buyer for Boggs & Buhl, Allegheny, Pa., arrived in New York Monday morning and registered at the Herald Square.



Guy S. Jenkins is back in New York after a long and very successful trip for Wm. Guerin & Co. which took him as far as Denver. He will now rest for awhile.



Adolphe Paroutaud arrived from France on Saturday morning.



William E. Corcoran, president of the Empire Cut Glass Co., is a candidate for Councilman at the borough election in Trenton, N. J.



Ralph Waldo Emerson is the illustrious name of a pottery salesman who has accepted a position with O. D. de la Croix.



Lazarus Kohns, formerly of L. Straus & Sons, and father of Mr. Lee Kohns, is very critically ill at his home in this city with congestion of the lungs. Mr. Kohns is in his eighty-sixth year, and owing to his great age his family is much concerned.



E. D. Terry, of the Phoenix Glass Co., has been called on the jury which is to see light turned on the sugar trust methods. Mr. Terry shines when lighting methods are considered.



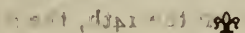
Geo. S. Schiessler, manager, and A. Mitchell, secretary, of the Pioneer Cut Glass Co., who have been in Boston the past week, stopped off in New York Tuesday, and after a brief conference with A. R. Marryatt, the company's New York representative, left for the factory at Carbondale.



Rob't Blauman, the veteran glass salesman, after an absence of two years surprised many of his old friends in the District last week by making the rounds. He expects to get back on the firing line soon.



Geo. H. Bowman, of Cleveland and New York, was in this city last Thursday and Friday. He returned to his home in Cleveland and immediately started on a trip through the Northwest.



W. H. Ryon, president of the Eygabroat-Ryon Co., left for the factory at Lawrenceville, Pa., Wednesday night, after a busy week with F. H. Hammond, the company's New York agent.

Gerard Bryce, of Bryce Bros. Co., was in New York Friday and Saturday of last week visiting J. D. Dithridge, the New York agent.



Robert Wylie, New England traveler for the Geo. H. Bowman Co., ran into New York headquarters Monday to pick up a few new samples. He left again Tuesday on a three week's jaunt.



Daniel C. Ripley, the well-known glass manufacturer, was in town attending meetings of the National Association of American Manufacturers. The president of that body, W. P. Van Cleave, died this week, and Mr. Ripley, being vice-president, has succeeded to the office. The meetings were held at the Waldorf-Astoria.



Claude Wilson, representing Gill & Co., Philadelphia, is back after six weeks in New York and New England.

JAPANESE FIRM IN TROUBLE.

THAT Sybil Yoshimi and Kyoze Yoshimi, who constitute the firm of Yoshimi & Co., dealers in Japanese goods, 416 Fulton street, Brooklyn, N. Y., owe debts to the amount of over \$40,000 which they are unable to pay, was the claim made May 12 by Morimura Bros. and other creditors in the United States District Court.

In response to this petition an order has been issued to the Yoshimi concern to appear on May 20 and show cause why they should not be adjudged bankrupt. Morimura Bros. claim that they delivered a quantity of goods for which Yoshimi agreed to pay \$34,422.46, which has not been paid. Lazarus, Rosenfeld & Lehman have the same complaint, the amount being \$3,663.66.

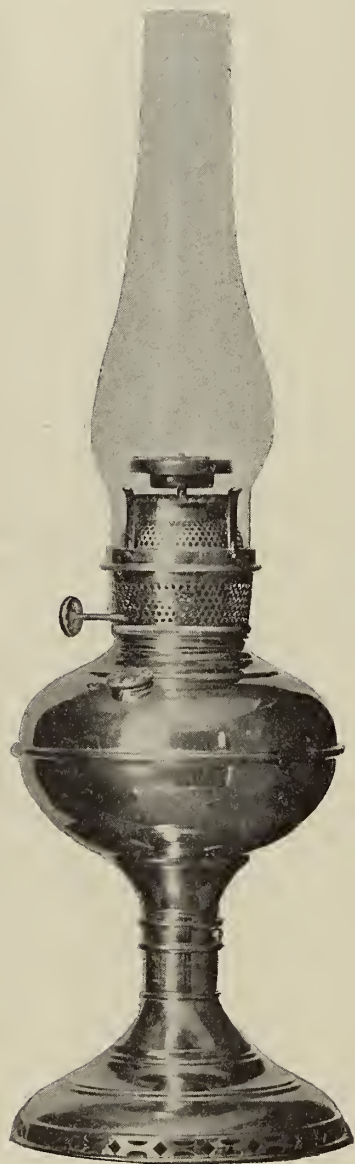
TO MARK HIS CHANGE OF BASE.

ON Wednesday Chr. Clauson-Kaas, New York representative of the Royal Copenhagen Porcelain Works, gave a luncheon to a few friends commemorative of the opening of his new warerooms at 25 West Broadway. As near as possible to be obtained in this country, all the viands were Danish. Many of them were new to the guests, and were eaten with great relish. Impromptu speeches were made and good stories told during the hour and a half the affair lasted.

Those present were John Nixon, W. P. Garvin, W. K. Lindner, E. Torlotting, M. M. Sampson, Emil Opffer, editor "Danish-American," A. Malmros-Degner, editor "Nordlyset," and Geo. M. Jaques. As they left each was presented with a rose or carnation and a souvenir tittle.

A PRACTICAL SELF-EXTINGUISHING LAMP.

THE Consolidated Lamp and Glass Co. are introducing a self extinguishing lamp which does what it claims to do quickly, effectively and simply, by means of the spreader. Instead of a rigid and fixed spreader, the one in this lamp is loose. Attached to it is a wire rod which goes down through the central draft opening. When the lamp is burning in the regular way the spreader is in the ordinary position. If the lamp is knocked over, or tilted so that



SPREADER IN NATURAL POSITION

the base leaves a right angle, the spreader, which has been held up by the wire rod, immediately drops down on to the wick and puts out the flame. In the illustration herewith the lamp is shown thus tilted and with the spreader down.

Due provision is made for moving or carrying the lamp about the house. On the shank between the base and the fount there is a loose collar which has a wire connection (through a slot cut in the shank) with the rod which upholds the spreader. In lifting the lamp the hand naturally grasps this collar and thereby holds the connecting rod in place. As long as the lamp is held in an upright position it will burn

properly. The moment the base leaves the horizontal, unless the spreader is held up as stated, out goes the flame.

The advantages of this lamp are inestimable. While it can be used where any oil lamp is necessary or convenient, this one can also be used in places where the ordinary lamp would be dangerous. Every day from one to a dozen fires due to falling or exploding lamps are reported, and loss of life not infrequently follows. All this may now be prevented.

The simplicity of this device commends itself to



SPREADER DROPPED

all who have seen it; and, of course, everybody wonders that it had not been thought of before.

SENATOR SCOTT HURT.

WHILE riding in an automobile from Loveland, a suburb of Wheeling, W. Va., to the city, U. S. Senator N. B. Scott, president of the Central Glass Works, narrowly escaped death on May 17. The roads were muddy, the car skidded over an embankment and the occupants were thrown out. The Senator was seriously bruised about the head and body. At last reports he was resting easy.

Among the Potteries

East and West

East Liverpool and vicinity. Consideration has been given by some pottery manufacturers of this district to the plan of keeping open stock patterns in stock. It is claimed by some buyers that should the manufacturers do this it would facilitate the movement of rush orders. These buyers also assert that many import houses carry open stock patterns in stock, and that the domestic pottery manufacturers are in a favorable position to do the same thing. One manufacturer declared this week that such a plan was thought of in his office, but when it was about to be placed in operation there was such a rush of business that it was impossible to get any patterns ahead for stock.

F. F. Debolt, the well known local pottery and glass salesman, has been seriously ill at his home for a fortnight with an attack of erysipelas.

Mark Donaldson, of the sales department of the Laughlin Co., has been spending a few days at the home office. He travels in the Southern and Western territory.

After spending a month in the South and along the Pacific Coast, Samuel Larkin, secretary of the National China Co., has returned to his desk in the pink of condition. The trip was one wherein business and pleasure were combined. While in Seattle and other Northwestern cities the marked activity in business was noticeable. Mr. Larkin declared that all through that part of the country there was an evidence of prosperity that commanded immediate attention.

Among the buyers in the district during the past week were W. J. Ford, of the Burley & Tyrrell offices, Chicago, and John Hackenberg, of Milton, Pa.

New treatments are to be shown on the plaque, salad, cake and berry set lines of the Cartwright Bros. pottery early in June.

Harry A. Keffer, of the Warner-Keffer China Co., has started on a brief Western trip. Trade with this company is very good, the production of the decorating department during the past fortnight being that

of capacity. Fred Kline, who is working the Eastern trade, will not return home for several weeks.

George W. Clark, of the Homer Laughlin sales department, who has been working the Western territory, has just completed his journey throughout the Northwest section, visiting Spokane, Seattle and Portland.

There is said to be a marked shortage of flat ware with some pottery manufacturers. Especially is this true of seven-inch plates. Only a certain number of plates and flat ware can be fired in a kiln, and they are gobbled up as fast as they come from the kilns.

There has been a heavy demand with some of the pottery manufacturers for berry sets this season.

The modelers—one of the branches of **Trenton.** the pottery industry which has hitherto been unorganized—are completing arrangements to form a local in this city. The fire-clay workers are also strongly of the opinion that an organization would help them and have been holding meetings with the idea of forming a local. These two branches, in addition to that of the porcelain workers, which is also in line for organization, will about complete the consolidation of the operatives and will enable the industry to control the entire pottery business in this city from a trades-union viewpoint.

Fire broke out in the plant of Lenox Incorporated here last Friday and caused damage of about \$4,000, the greater part of which is on stock. Among the ware destroyed was a large bin of expensive vases and bric-a-brac.

John A. Campbell, president of the Trenton Pottery Co., is following his usual spring custom of spending a few days on a fishing trip in New York State.

Owen O'Neill, a well-known operative, has resigned his position here to accept a more lucrative one with the Camden Pottery Co.

Kilnmen's Local No. 35 has elected as delegates to the convention at Atlantic City in July Timothy C. Madden, James McGowan, Michael Moran and John Randolph.

Slocum, Bergren & Co., Minneapolis, Minn., have brought suit against the Limoges China Co., of Sebring, to recover \$1,221.60, alleged due them under a contract made for pottery ware. A demurrer to the petition of plaintiff was sustained in the court, and the case may come up again later, backed by a new petition.

It is said that ground will be broken here soon for the erection of a new stoneware pottery. A company that will be known as the West Virginia Rustic Tile Co. has been formed and will operate the new plant.

AT PITTSBURGH.

W. W. LANG, in charge of the Pittsburgh sample room of Kinney & Levan, has been confined to his home during the past ten days on account of illness. Physicians have told Mr. Lang to give up business cares for a while, but he will find it difficult to obey, unless absolutely compelled.

A. Herr, with Bawo & Dotter, Ltd., has closed the Pittsburgh display at the Hotel Anderson. Before leaving he made a reservation for the summer exhibit, which will be opened in the same hotel in August.

Morimura Bros. were represented here last week by L. W. Greeman, who was showing a line of novelties.

C. Reizentein's china and glassware store on Federal street is shortly to be closed, a new location having been secured at 959 Liberty avenue. The branch store on Sixth avenue will continue as usual.

BUSINESS BRIEFS.

Hager & Bro., of Lancaster, Pa., are erecting a five-story building, to be occupied by their department store there.

Ground will shortly be broken for the new department store to be erected at Portland, Oregon, by Olds, Wortman & King.

The Julius Levy Co., dealers in china, etc., Brooklyn, has changed its firm style to the "Levy Brothers China Co."

The Z. S. & I. Twenty-five Cent Department

Stores Co. has been incorporated at Portland, Me., with a capital of \$25,000.

The Friedel Five and Ten Cent Store Co. have opened a new branch at Mansfield, W. Va., under the management of H. P Rank.

The Woolworth Syndicate is reported to have under consideration the purchase of the Bridge Company's five and ten cent store at Marlboro, Mass.

Harry M. Livingood, formerly general manager of the Wellington Glass Co., Cumberland, Md., has entered suit against the concern for wrongful discharge, claiming \$300 damages.

The Salt Lake Five and Ten Cent Store Co. has made an assignment to the Utah Association of Credit Men for the benefit of its creditors. The liabilities are approximated at \$21,000, with estimated assets of half this amount

WANTS MORE MEMBERS.

THE Western Glass and Pottery Association met Wednesday night in Pittsburgh to make plans for the increase of its membership.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 30, '10	Correspond- ing period 1909	Exports Jan. 1 to Apr. 30, '10	Correspond ing period 1909
Boston	74	180	2787	2371
New York	226	76	2857	1539
Baltimore	28	760	5468	6020
Philadelphia	113	26	1875	1998
New Orleans	82	40	604	963
Newport News .....	..	19	55	495
San Francisco ..	....	....	....	96
Portland (Me.) ..	..	40	992	1871
Galveston	12	....	322	351
Portland (Or.) ..	....	....	....	40
Inland Points ..	15	77	954	372
Total	550	1218	15914	16116

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Apr. 30, '10	Correspond- ing period 1909	Exports Jan 1 to Apr. 30, '10	Correspond ing period 1909
New York	210	76	2695	3178
Boston	87	167	2458	2189
Philadelphia	173	26	1799	2213
Baltimore	28	760	5521	6325
San Francisco ..	....	....	....	96
New Orleans ..	34	40	283	920
Portland (Me.) ..	..	....	591	1943
Galveston	12	....	283	334
Newport News ..	....	19	55	495
Portland (Or.) ..	...	....	....	...
Inland Points	15	34	946	559
Total..	559	1122	14631	18252

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. The attention of our glass manufacturers has been called to the increase in the amount of glass imported, and it is said they may follow the lead taken some years ago by the manufacturing potters. The amount of glass imported into the United States during March, 1909, was \$240,030, and for March, 1910, jumped to \$345,246—an increase over the previous month of \$105,216. For nine months ending March, 1908, the total valuation of imported glass was \$2,800,547, and in 1909 it decreased to \$1,945,194. For the nine months ending March, 1910, the imports of glass totaled \$2,681,708, or \$118,886 less than for the same period of 1908. These imported items consist of cut glass, blanks, blown and pressed goods, and lighting glass, all of which are manufactured in the United States. It is claimed that although some changes were made in the recent tariff laws the value of the imports continues to increase, and that a reason must exist for this. On the other hand, it is said that the imports are less now than for a long time. A movement has been started to obtain all the information possible on the subject.

The Consolidated Lamp and Glass Co. is having considerable success with its new grape pattern on domes. The lattice work of the grape-arbor is shown, also the leaf and the bunch of grapes, all in natural colors. President McAfee is elated at its success. It is the first decoration of the character to be produced at this factory.

Colonial tumblers were offered for sale at retail in this city during the past week at twenty cents per dozen. Glass manufacturers here are of the opinion that the tumblers could not be made at that price.

The commercial department of the United States Glass Co., of which M. G. Bryce is in charge, has announced the following changes in its official family: D. H. Cushwa, who has been traveling the Southwest with the bar goods line, has been promoted to the position of advertising manager. Henry Nickel, assistant city salesman, succeeds Mr. Cushwa.

Joseph Hemple, who has grown up with the company in the manufacturing department, takes the position of assistant city salesman. James Bryce, who has been attached to the Boston office, and represented the company in the New England territory, has been advanced to a position in Factory F. Merton A. Lovell succeeds Mr. Bryce in the Boston office.

The Atlantic Glass Co., of this city, purchased from T. R. Crock, Oliver Building, all the stock on hand at the factory of the Buckeye Tumbler Co., Shadyside, O. The deal was put through upon the authority of Clifford L. Beet, of Bellaire, O., assignee of the Buckeye plant.

Kreider Rock, who has been in the West for the past seven weeks representing the Monongah Glass Co., stopped in Pittsburgh during the past week on his way home. He reports business conditions in his territory very good.

Roman gold decoration on a new line of stemware is the latest creation of the United States Glass Co. The decoration is also shown on finger bowls, and sherbets. It is said to be the first time this decoration has been done by a domestic factory. The line is an exceedingly attractive one.

It is announced by Melvin Kaye, of the Phoenix Glass Co., that no one has been elected general manager of that company, notwithstanding a recent published statement to that effect.

Manufacturers of tin-top jellies are receiving a flood of orders. The fruit was not nipped as badly by the frost as reported.

It is reported that one glass factory here is over two months behind on shipments.

Because of the heavy demand for its cut shades the Consolidated Lamp and Glass Co. at Coraopolis has been compelled to increase its force of cutters.

The Pittsburgh Lamp, Brass and Glass Co., recently declared a quarterly dividend of $1\frac{3}{4}$ per cent.

The Co-Operative Flint Glass
Beaver Falls, Pa. Co. is passing through a very busy season. Orders are so plentiful that the factory will be operated full time until the end of the present fire.



The Monongah Glass Co. is
Fairmont, W. Va. working its plant to capacity, and within a few weeks a new tank will be placed in operation. This company has experienced a heavy demand for its entire line during the past season.

It is said that when the new Owens bottle plant is placed in operation here all those interested in the glass trade—manufacturers and workmen—will be invited to inspect the plant and the actual workings of the machines.



The Fostoria Glass Co. is showing
Moundsville, W. Va. the most elaborate line of lamps this season it ever created. The decorations of the shades are exceedingly attractive. The outlook for a good sale of the entire lamp line is bright.



Most all of the glass factories
Wheeling, W. Va. in this district have had more or less trouble this season with the boys going on strike. There is a crop of these strikes every season, but the Wheeling plants were hit harder this year than heretofore. All differences have been settled now, however, and the plants are working full time.



The Standard Milk Bottle
Parkersburg, W. Va. Mfg. Co. has been formed here with a capital stock of \$35,000, of which \$10,300 has been subscribed and \$5,000 paid in. Lewis E. Tigner, of Parkersburg, and W. O. Hosack, of Mt. Vernon, O., are the incorporators.



The Rodefer factory will soon be
Bellaire, O. ready to place a new continuous tank in operation. A few weeks ago the foundation of the tank settled just as it was planned to start. Repairs were quickly made, and within a short time the company will be operating at an increased capacity.

Concerning the death of T. A. Rodefer, of the Rodefer Glass Co., the Bellaire (O.) "Independent" says: "The death of Thornton A. Rodefer at Wernersville, Pa., was a surprise and shock to the community. It had been known for some months that he was in

poor health, but only his intimate friends knew how ill he was. He was in his sixty-fourth year, and was born in Bellaire in a dwelling located on the Rodefer farm, east of Belmont street. Later his father bought and occupied the farm at Shadyside; there he grew to manhood. With two brothers he succeeded the National Glass Co. in the property now known as the Rodefer Glass Factory. Later he purchased the interest of his brothers and had been the sole owner since. He was an active, generous, public-spirited citizen and a liberal contributor to all public purposes. An only son, C. M. Rodefer, survives him."

AT BOSTON.

REPORTS show that department store and retail trade was excellent during the past week. This condition is also true of hotel supplies. General wholesale business, however, did not enjoy any particular briskness, although it exceeded the usual week at this season.

* *

The Jordan-Marsh Co.'s "extraordinary sale" of high grade china was the feature of the week. James Hanning, the buyer, said the sale was a sweeping success.

* *

Chas. H. Woodbury, of Mitchell, Woodbury Co., sailed last Wednesday on the "Lusitania" for his usual May European trip. He had booked passage on the Carmania, sailing last week, but was recalled on account of the demise of his father, Isaac Woodbury, who died on Thursday at his home in Salem, N. H., aged eighty-eight.

* *

James Bryce, who has been covering New England territory for the United States Glass Co. from the Boston office, has left for Pittsburgh, where he has been promoted to managerial duties at one of the "U. S." factories. M. A. Lovell has succeeded him, and at this writing is touring Connecticut.

* *

J. H. Watson is now in charge of the cut glass department of Bigelow, Kennard & Co., the vacancy occurring through the resignation of A. W. Harrington, former buyer.

* *

It was Norman Gardinier, china buyer for Gimbel Bros., New York, who was in town last week—not "E. H. Gardenier, of Kimball Bros.," as announced by a contemporary. Mr. Gardinier formerly purchased for the china and glass department of the Jordan-Marsh Co.

* *

The Shepard-Norwell Co. have inaugurated a cut glass department, and included in it several lines of brass goods and novelties. While small in size at the start, the character of it is "the best," and it will

doubtless grow rapidly, both in range of stock and magnitude of business. This department is under the management of E. C. Farrington.

G. H. Osborne has linked his fortunes with J. W. Power, the Buffalo Cut Glass Co. man. Mr. Osborne was formerly with the Barth Co. and in his new position will look after the hotel supplies end.

"Eddie" Hamblin, R. H. White Co.'s cut glass buyer, spent a few days last week inspecting glass lines at Meriden, Conn.

D. J. Mahoney, formerly buyer for Whitney & Co., Albany, N. Y., is now with the Fostoria Glass Co.'s Boston office. Both Manager Edwards and Mr. Mahoney booked a very gratifying volume of business last week in glassware and decorated lamps.

L. Barth & Son (S. Y. Pierce, manager of the Boston office) are moving their exhibition warerooms one floor nearer earth, they now being on the third story of the Alco Building.

H. J. Smith, representing Cox & Lafferty, was around the trade last week and succeeded in annexing some good business for "hot weather glassware." He left for New York on Friday.

H. B. Hollis has added cut glass to his "repertoire," embracing the complete line from the works of J. J. Niland Co., Meriden, Conn.

Quite a number of the "boys" favored us with their presence last week, notably George W. Bromley, New York; Gerard S. Bryce, of Bryce Bros. Co., Mt. Pleasant, Pa.; W. E. Knowles, with J. Pouyat Co., New York; George E. Gaylord, of the Enterprise Cut Glass Co.; H. Fensterer, of Fensterer & Ruhe, New York, and Andrew Irons, with J. Hoare & Co., Corning, N. Y.

NOT YET.

THE daily papers on Tuesday morning had a long story about the purchase by Haviland & Co. of uptown property, and a statement that the firm would move there. Inquiry at the office of Haviland & Co. resulted in the information that the properties Nos. 11 East 36th and 10 East 37th streets have been bought as an investment.

The firm has just renewed its lease of 45 Barclay street, and large improvements to the present quarters are to be made by the owner. Should the alterations be as satisfactory as are anticipated there will be no movement up town for some time to come. What will be done in the future they are not prepared to say.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 17, 1910.

ANTWERP

93	packages glassware	B Gunthel
2	"	Bawo & Dotter
15	"	A Berger & Co
10	"	Graham & Zenger
37	"	L Straus & Sons
649	"	Miscellaneous Orders
14	earthenware	G F Bassett & Co
22	"	LD Bloch & Co
1	"	Bawo & Dotter
6	"	Koscherak Bros
38	"	L Straus & Sons
16	"	Strobel & Wilken Co
20	"	Miscellaneous Orders
176	chinaware	Theodore Haviland & Co
17	"	Vogt & Dose
29	"	F W Woolworth & Co
22	"	Miscellaneous Orders
59	toys	Strobel & Wilken Co

HAMBURG

8	packages glassware	Fensterer & Ruhe
23	"	L Straus & Sons
171	"	Eimer & Amend
50	"	J H Venon
7	"	O Goetz
19	"	W R Noe & Sons
27	"	Lazarus, Rosenfeld & Lehman
41	"	Strobel & Wilken Co
833	"	Miscellaneous Orders
47	chinaware	Bawo & Dotter
112	"	C E Wheelock & Co
92	earthenware	Geo Borgfeldt & Co
5	"	LD Bloch & Co
12	"	F Bing & Co
6	"	Julius Palme
78	"	O Goetz
78	"	Eimer & Amend
15	"	Samstag & Hilder Bros
14	"	Bawo & Dotter
88	"	L Straus & Sons
20	"	Koscherak Bros
4	"	E R Theiler
5	"	J Wygand & Co
52	"	Strobel & Wilken Co
224	"	Miscellaneous Orders
89	toys	B Illfelder
42	"	Geo Borgfeldt & Co
9	"	C B R uss
4	"	G W Travers
26	"	F W Woolworth
111	"	Strobel & Wilken Co
348	"	Miscellaneous Orders
6	harmonicas	Strobel & Wilken Co

GLASGOW

2	packages earthenware	W S Pitcairn
16	"	Miscellaneous Orders

HAVRE

2	packages chinaware	Haviland & Co
35	"	H Kupper
6	"	G F Bassett & Co
16	"	A G Moment
1	"	Theodore Haviland & Co
13	"	J H Venon
10	"	Bawo & Dotter
28	"	Endemann & Churchill
44	"	Wm Guerin & Co
41	"	Miscellaneous Orders
150	glassware	E Utard
19	"	Miscellaneous Orders

TRIESTE

881	packages glassware	A L Crawford
9	"	J Palme

LONDON

29	packages toys	Strobel & Wilken Co
18	"	Geo Borgfeldt & Co
24	"	Miscellaneous Orders

BREMEN		
10	packages glassware.....	L Straus & Sons
8	"	Samstag & Hilder Bros
1	"	Knauth, Nachod & Kuhne
229	"	Miscellaneous Orders
7	chinaware.....	C E Wheelock & Co
112	earthenware.....	Geo Borgfeldt & Co
24	"	Froeber & Vollrath
58	"	Karl Hutter
89	"	L Straus & Sons
11	"	F W Woolworth
39	"	Strobel & Wilken Co
72	"	Miscellaneous Orders
8	toys.....	Geo Borgfeldt & Co
2	"	Geo H Bowman Co
12	"	L H Mace & Co
10	"	F A O Schwartz
3	"	Samstag & Hilder Bros
1	"	Knauth, Nachod & Kuhne
5	"	F W Woolworth
10	"	G W Travers
8	"	Bawo & Dotter
129	"	Strobel & Wilken Co
161	"	Miscellaneous Orders

LIVERPOOL		
8	packages earthenware.....	The Rowland & Marsellus Co
9	"	O Goetz
7	"	Meakin & Ridgway
25	"	Maddock & Miller
2	"	L Straus & Sons
30	"	Geo Borgfeldt & Co
13	"	R Slimmon & Co
2	"	W H Pummer
7	"	Froeber & Vollrath
17	"	H C Edmiston
84	"	Miscellaneous Orders
8	glassware.....	Meakin & Ridgway
1	"	Miscellaneous Orders
37	chinaware.....	C E Wheelock & Co
87	toys.....	Strobel & Wilken Co

ROTTERDAM		
93	packages earthenware.....	Geo Borgfeldt & Co
2	"	Bawo & Dotter
7	"	L D Bloch & Co
26	"	Lazarus, Rosenfeld & Lehman
104	"	Miscellaneous Orders
18	glassware.....	Graham & Zenger
56	toys.....	B Illfelder & Co
8	"	F A O Schwartz
4	"	Miscellaneous Orders

SOUTHAMPTON		
8	packages chinaware.....	Bawo & Dotter
43	"	H Creange
379	"	Haviland & Co
11	"	Ceramic Importing Co
23	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG		
25	packages earthenware.....	Jones, McDuffee & Stratton Co
29	"	O O Friedlander
2	"	Bawo & Dotter
8	"	Patterson Wyde & Co
12	"	L Wolf & Co
82	"	F W Woolworth
47	"	Ocean Transit Co
18	"	W N Proctor & Co
240	"	Natchal Despatch Co
38	"	J B Moore & Co
20	"	Geo Borgfeldt & Co
12	"	Miscellaneous Orders

LIVERPOOL		
23	packages earthenware.....	Jones, McDuffee & Stratton Co
36	"	Mitchell Woodbury & Co
6	"	Rowland & Marsellus Co
4	"	Richard Briggs Co
14	"	E Boote

GENOA		
8	packages earthenware.....	Jordan Marsh Co
26	"	R F Downing & Co

NAPLES		
8	packages earthenware.....	Miscellaneous Orders

COPENHAGEN		
14	packages earthenware.....	Geo Borgfeldt & Co

ROTTERDAM		
135	packages earthenware.....	W P Libbey & Co
21	"	Geo Borgfeldt & Co

BUSINESS BRIEFS.

The Hughes department store at Evansville, Ind., is being remodeled.

A. H. Neptune Department Store is a new concern in Marietta, Ohio.

The Woolworth Syndicate recently opened a branch store at Dover, N. J.

Reiter's Bargain Department Store, McKeesport, Pa., is now open for business.

Five and ten cent counters are being featured at The Blue Store, Dubuque, Ia.

McCurdy & Norwell Co. are to build a new department store in Rochester, N. Y.

The Wright-Lien Goodsell Co. opened a new department store last week at Egan, S. D.

William F. Schnert has opened a five and ten cent store at 2105 So. Adam street, Peoria, Ill.

Baum Bros. have moved their department store to Grand and Robinson streets, Oklahoma City, Okla.

A new eleven-ton blowing machine is in successful operation at the Whitney Glass Works, Glassboro, Pa.

The Blackmer Cut Glass Co., of New Bedford, Mass., have applied for a permit to erect a three-story factory building.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN wanted for July 1, 1910 —A live, energetic traveling salesman to represent first-class pottery making dinner and toilet ware and exclusive line of specialties. Apply in own handwriting, stating experience, age, references and territory traveled. Address Box 720, this office.

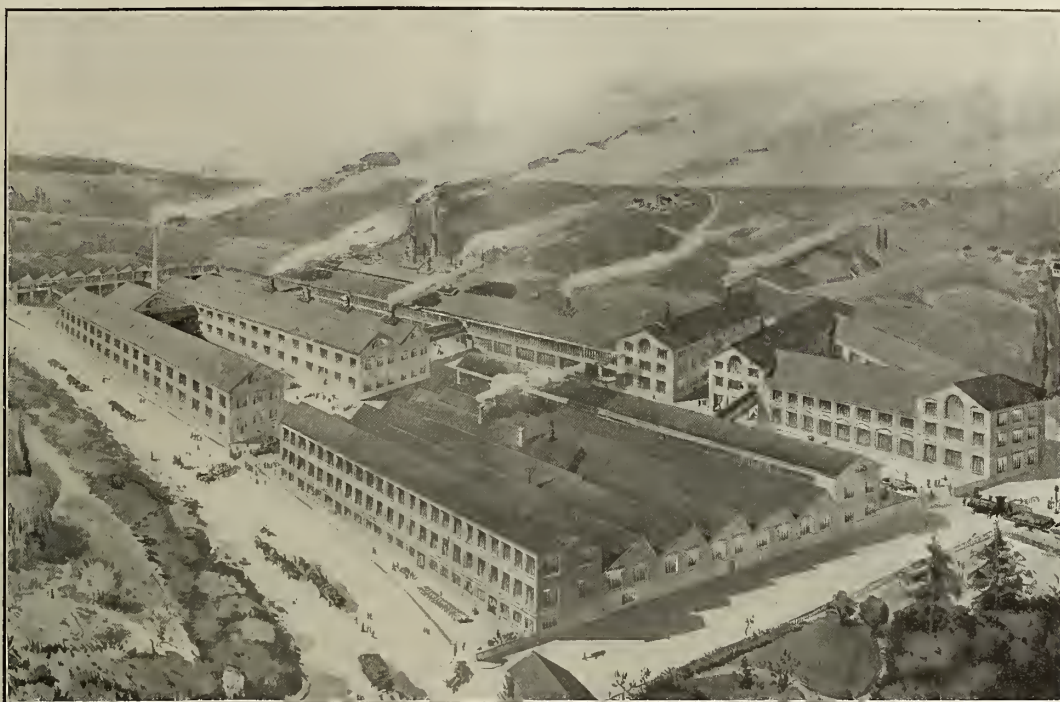
WANTED—Commission men to handle first-class line of dinner and toilet ware, and the best line of novelties in the United States. Apply in own handwriting, giving experience, references and territory desired. None but hustlers need apply. Address COMMISSION No. 12, this office.

WANTED—The services of a first-class cut glass salesman of experience. Apply by letter, giving references, to THE LIBBEY GLASS Co., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—On commission basis, by a Baltimore agent, lines of metal goods, cut glass and enamel wares. We handle from the cheapest to the best, and can deliver the goods. Address Box 718, this office.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN EVERY LARGE CITY IN THE UNITED STATES IN WHICH I AM NOT ALREADY REPRESENTED. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

THE UPRIGHT BUSINESS MAN.

A SACRED regard for the principles of justice forms the basis of every transaction and regulates the conduct of the upright man of business. He is strict in keeping his engagements; does nothing carelessly or in a hurry; employs nobody to do what he can as easily do himself; keeps everything in its proper place; leaves nothing undone which ought to be done and which circumstances permitted him to do; keeps his designs and business from the views of others; is prompt and decisive with his customers, and does not overtrade for his capital; prefers short credits to long ones, and cash to credit transactions at all times when they can be advantageously made, either in buying or selling, and small profits with little risk to the chance of better gains with more hazard.

He is clear and explicit in all his bargains; leaves nothing to memory which he can and ought to commit to writing; keeps copies of all important letters which he sends away, and has every letter, invoice, etc., belonging to his business titled, classed and put away. He never suffers his desk to be confused by many papers lying upon it; is always at the head of his business, well knowing that if he leaves it it will leave him; holds it as a maxim that he whose credit is suspected is not safe to be trusted, and is constantly examining his books and sees through all his affairs as far as care and attention enable him; balances regularly at stated times, and then makes out and transmits all his accounts current to his customers and constituents.

He avoids, as much as possible, all sorts of accommodations in money matters and lawsuits where there is the least hazard; is economical in his expenditures, always living within his income; keeps a memorandum book with a pencil in his pocket in which he notes every little particular relative to appointments, addresses and petty cash matters: is cautious how he becomes surety for any person, and is generous only when urged by motives of humanity.

—Freeman Hunt, in Metal Worker.



Royal Copenhagen
China
AND
Alumina
Earthenware.

Trade  Mark

ROYAL COPENHAGEN PORCELAIN CO.,
CHR. CLAUSON-KAAS,
25 West Broadway, New York.

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NEW YORK, MAY 26, 1910.

THE CONDITION OF BUSINESS.



Trade conditions are about normal for this time of the year. Some very fair orders were received during the week both for import and domestic wares. The month of May so far is as good as, if not better than, April—which, however, is not saying much, for it is generally conceded that April was one of the dullest months ever known. The lack of sales during those thirty days pulled down the gains made previously to a very large degree. What is being done in May ought to have been done in April.

That the factories in Europe are not busy is evidenced by the fact that orders taken in February are ready for delivery, and in some cases have already been shipped. Under such circumstances there is yet time for the filling of import orders in certain lines if they are placed at once.

There is very little call for German fancy goods now, but dinnerware is in some request.

The English earthenware and china trade is dull, as may reasonably be expected.

The demand for French china is quiet, although one or two firms report some business.

The domestic manufacturers of pottery are getting spasmodic orders, although most of them are working full.

American blown glass continues in good request, but pressed ware is not very active.

Cut glass is dull, with no new features. A turn in the situation may be expected at any moment, however, as the strike at the factories is undoubtedly nearing its end.

The lamp trade is quiet in both decorated and metal goods.

Retail trade is quiet. The regular dealers are getting most of the business. There is a fair demand for summer hotel and yacht supplies.

A rift in the cloud was discerned last week when at the annual sale of carpets a large attendance was noticed and five million dollars' worth were sold in two days for future delivery, and following that the jobbers bought freely. If this means anything it is that there are people who have faith in the future. Another good sign is found in the reports of the savings institutions for the first quarter of the year. These show accessions to the deposits amounting to nearly ten per cent. It is only a question of time. Behind the cloud the sun is still shining.



Business is about normal this week. Not Trenton. a single manufacturer has complained about a lack of orders. On the contrary, a slight improvement generally is noted over last

week, and there is reason for believing that prices on some lines will be advanced if the demand continues. Specialties are moving in a very satisfactory manner, while the demand for dinner ware can hardly be met.

East Liverpool and Vicinity. Potteries in the Western district are fairly busy, but it is not denied that many of them could take care of considerable more business.

Although none is idle, a number are not working departments to their capacity. Manufacturers say the season is "between hay and straw," but that indications point to a good year as a whole. Mail orders are said to have picked up considerably during the past week. Salesmen are also doing somewhat better.

Pittsburgh and Vicinity. The glass trade here is rather quiet. Nevertheless, there are no idle plants. In fact, some manufacturers are slow in making shipments on account of having no stock. In one instance an order placed with a factory in January was only delivered during the past week—and then but in part. Salesmen are sending in some business, but no real heavy orders are being forwarded.

AT PITTSBURGH.

WHEN the Allegheny china and glass establishment of Reizenstein is closed the oldest store of the kind on the Northside will pass into history. It was started about forty-eight years ago by Charles Reizenstein, but of late years has been in charge of Isadore Reizenstein, who will also have charge of the new Liberty avenue store. This, a handsome four-story building, will be ready for occupancy in July.

Thomas J. Hughes was registered at the Colonial Annex with the English lines carried by Hugh C. Edmiston, New York.

* * *

Sam Arnold was a guest at the Hotel Henry recently.

* * *

Cut glass was shown at the Henry by Fred C. Classen, who has started on a Western trip.

* * *

Thomas A. Neely, manager of the china and glass department of Boggs & Buhl, has returned from a hurried Eastern trip.

* * *

W. W. Lang, of the local offices of Kinney & Levan, is able to be at his desk a part of the day. His condition is steadily improving.

C. E. WHELOCK DEAD.

AT midnight on Monday Charles E. Wheelock, president of C. E. Wheelock & Co., and one of the best known and most highly honored citizens of Peoria, Ill., died at his residence in that city of Bright's disease.

He was taken ill a year ago last January. In spite of his indomitable will and everything that medical science could suggest, the disease gained, and six weeks ago he was forced to retire entirely from business cares. For the last two weeks he had been confined to his home, and Saturday evening became unconscious, lying in a comatose condition until the end came.

The deceased was born in Janesville, Wis., September 21, 1858. His father, W. G. Wheelock, was in the crockery business there, and after the son graduated from the Janesville high school he went to South Bend, Ind., in 1877, where he founded a branch of the parent firm under the title of W. G. Wheelock & Son. It prospered and he sold his interest to his brother, George H. Wheelock, and went to Peoria, buying out the then well-known Miller Brothers' firm in 1886. He conducted the business under his own name for ten years; then incorporated it as C. E. Wheelock & Co. It is now one of the largest concerns in the United States, doing an importing, wholesale and retail business of vast proportions and employing twenty-five traveling men.

Two sons, Ralph, aged 24, and George, aged 22, survive. His four brothers are George H. and A. W. Wheelock, of Rockford, Ill., Frank R. of Janesville, Wis., and George H., who a year ago moved to Peoria from South Bend to assume the vice-presidency and active management of the Peoria house when failing health forced his brother to relinquish a part at least of the personal supervision.

LUCIEN CREANGE, secretary-treasurer of Henry Creange, Inc., died of typhoid fever at the French Hospital, this city, May 23, after an illness of four weeks. He was thirty-four years old. A widow, and two children survive. The deceased was a brother of Henry Creange, to whom the sad news was cabled in Italy.

SALESMAN INSTITUTES SUIT.

M. E. SMITH, formerly a traveling salesman for the Ohio Pottery and Glass Co., of Cleveland, has instituted suit against that concern to recover \$1,441.60 which he claims is due him according to the terms of a contract. His contention is that he was employed on a commission basis, and that, having sold goods to the amount of \$19,000, he should have been paid \$3,386.60, instead of the \$1,945.00 the company gave him.

The New York Crockery and Glass District.

Cox & Lafferty are now disposing of their import samples of china and glassware. Buyers who are interested can find some good bargains for special sale purposes. They can be taken at any time. The samples all being new goods, should prove quick sellers.

A petition circulated through the District this week by the Crockery Board of Trade advocating the closing of all the warerooms from Friday night, May 27, to Tuesday morning, May 31, was generally signed.

Glassware for the summer trade is well represented in Fred'k Skelton's display from the Jefferson Glass Co. A saucer footed ice-cream is one of the latest additions which has taken well. The sherbets are shown in a variety of popular shapes, with single or double handles. The ice cream trays afford a wide choice in moulds. The sanitary ice water jug, one of the old reliables, has been moving well again. A quarter turn of the notched cover locks it so that the water can be poured out without holding the cover on. Pieces of ice are also prevented from escaping. The set includes a tray large enough to accommodate the jug and six glasses. The high fire polish of Chippendale "Krys-Tol" is too well known to need description.

With electric fans merrily buzzing, straw hats in evidence, and doors and windows wide open, the firms in the District are beginning to realize that summer is really here at last.

A. R. Marryatt has taken the agency for the Christose line of chiseled Italian marble, and expects to receive a large number of new samples shortly.

Koscherak Bros. have just unpacked a large consignment of Italian marbles and bronze electroliers that surpass those of former years, not alone in the quality and workmanship, but also in the wholly new ideas embodied in the designs. The marbles embrace hand-chiseled busts and full length figures from twelve

inches in height upwards. The subjects include a number of children in particularly ingenious poses.

A new fifteen-inch combination punch bowl was received by the U. S. Glass Co. last week, being an addition to the No. 1,025 line of imitation cut glass. The mold work is of a high order, especially when the size and shape of the bowl are considered.

A. H. Ledden has received several new toilet sets from the Buffalo Pottery. The decorations are exceptionally strong floral decals in combination with half-tone tintings.

The redecorating of the offices of the Consolidated Lamp and Glass Co. is now finished, and the improvement in appearance is marked. In addition the stock has been rearranged in a way that enables the goods to appear in their best advantage. The factory at Coraopolis, Pa., will start soon making the second lot of self-extinguishing lamps, the first supply having been found insufficient to meet the demand.

Hugo H. Freudenfels, manager of the Art China Import Co., says that his new catalog is scheduled to appear this week. Additions to the "Palatin" line of china are due in New York next week, and will be immediately placed on display.

Edward O. Coles, the general sales agent for J. Morgan & Sons, is in constant receipt of inquiries regarding just what "modern stained glass" means. For the information of those in the trade unfamiliar with the material the following details are given. "Modern stained glass" is made by a patented process whereby the glass, after the design is painted on is fired and bent in one operation. This process practically makes the design a part of the glass, as it cannot be scratched out, and will retain its original beauty practically for ever. Color combinations impossible in ordinary art glass are very easy to produce, and orders for special designs will be taken at a slightly increased cost above the stock patterns. Since "mod-

ern stained glass" has been on the market the demand for it has been increasing monthly, and although at the present writing the facilities of the Brooklyn factory are sufficient to handle the business, it is the opinion of Mr. Coles that a large addition to the present plant will be necessitated in the near future.

Norman H. Gardinier, buyer for the new big Gimbel department store up town, has been placing orders in the District both for import and domestic goods.

The housefurnishings department of Bawo & Dotter displays some of the finest lace shelf-paper edging ever shown in this country. The rolls run about eleven yards, and retail for five and ten cents according to size and quality. The paper used has a specially-made grained body that imitates cloth very closely. The piercing is very thoroughly-done—a feature that readily distinguishes it from the cheaper work, where the patterns are usually only partly cut out.

Sternau & Co. will be in new quarters at 305 Broadway June 1.

New encrusted gold patterns in conventional designs on English earthenware dinner sets are the latest additions to the Meakin & Ridgway ware room. The effects are exceedingly rich. Designs in the Old Italian style are also shown on "Titian" ware, another newcomer. These are on a cream body, in dark brown, blue and green, and the result is both pleasing and novel.

A new salt and pepper shaker that approaches about as near the ideal as possible is on view at the Fostoria Glass Co.'s ware room. The punctured glass top is secured to the body by a non-corrosive metal band in such a manner that the contents of the shaker do not come in contact with any part of the container except the glass.

Proper display means considerable to the retailer of china and glassware, and Abels & Co.'s large line of brass easels and plaque hangers should appeal strongly to such concerns. The firm will be glad to submit samples of their different styles, accompanied by prices and full particulars.

Doctor & Solomon have just received a large number of new samples of hotel and C. C. ware from the New Jersey Pottery Co.

It was a matter of speculation a few weeks ago whether or not the South could use high-quality table glassware. A. Gredelue, however, has settled that to his own satisfaction, and the well-known Baccarat brand will soon be very much in evidence in residences of the higher class there. The new arrivals in fine

Venetian table glassware, with combination gold and enamel designs, are on display, and make a very beautiful showing.

John Davison's new ground-floor showroom presents a rare display of goods. Under the new arrangement the Stevens & Williams rock crystal glass is accorded more than double its former display space. Even with this there is no duplication of samples. Vases, decanters, jugs, flower holders, comports, stemware, fruit and berry sets, grape fruits, sherbets, candlesticks, etc., make up one of the finest exhibits in the trade.

Quite a number of crockery and glass men in the District have made arrangements to leave town Friday night and remain at the seashore and mountains until after Memorial Day.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- C M Igel, with Kaufmann Bros, hf, s, Pittsburgh, Pa. 648 Broadway.
- O H Warwick, of O H Warwick Co, c, St Johns, N S.
- H A Webb, c, Greenwich, Conn.
- A Stolaroff, c, hf, El Paso, Texas.
- L E Cohn, with Prager Co, t, San Francisco, Cal. 760 B'way.
- Henry Knatz, with Gimbel Bros, c, Philadelphia, Pa.
- S M Averill, with Jordan-Marsh Co, l, Boston, Mass. 31 Union Square.
- R W Vincent, with J W. Robinson Co, hf, Los Angeles, Cal. 111 Fifth Ave.
- A P Lahr, of Lahr-Bacon Co, hf, Evansville, Ind. 684 Broadway.
- Mrs J C Nourse, with Woodward & Lothrop, s, Washington, D C. 438 Broadway.
- A S Heller, with A Lisner, s, Washington, D C. Hermitage.
- Wm O Day, with Miller & Rhodes, c, hf, t, Richmond Va. 320 Church.
- H L Belcher, with Jordan-March Co, s, Boston, Mass. 31 Union Square.
- W G Lewis, with G Innes & Co, Wichita, Kan. 31 Union Square.
- C Hug, with G B Peck Dry Goods Co, c, Kansas City, Mo. 2 Walker.
- E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa. 817 B'way.
- J A Ackley, with W R Farrington, c, Poughkeepsie, N Y.
- J Kling, with Holzheimer & Shaul, Amsterdam, N Y. Navarre.
- F H Haskins, of Hills, McLean & Haskins, hf, Binghamton, N Y. New Grand.
- J F Leary, with J Samuels & Bros, hf, c, Providence, R I. Broztell.
- Miss E Ledger, with H S Barney Co, hf, t, Schenectady, N Y. 75 Spring.

AT BOSTON.

THIS week marked the general launching of June cut glass and china sales, which is the harvest time of the year for many of the retail distributors. Window displays reinforce the newspaper publicity, and reports indicate that there is a good response from the public.

The R. H. White Co started their annual June Wedding Sale of cut glass, featuring it with an elaborately-decorated window exhibition and a large amount of advertising. Among the pieces that attracted attention was a cut glass vase, the retail price of which was \$450.

The June sale of china and cut glass at Houghton & Dutton's includes \$6,000 worth of bric-a-brac.

Henry Siegel Co. are advertising "the overstock of a Meriden, Conn., cut glass manufacturer," comprising several thousand pieces.

The Jones, McDuffee & Stratton Co. are featuring English glass and china, using good-sized advertisements in the local papers.

James J. Hanning, crockery and glass buyer for the Jordan-Marsh Co., spent several days last week with the New York trade, as did E. C. Farrington, glass buyer for the Shepard-Norwell Co.

G. E. McFarlin, manager of the Boston office of the Pittsburgh Lamp, Brass and Glass Co., reports that the past week was very active on ceiling lights.

Edward Miller & Co.'s new line of electric and gas fixtures and portables, oil lamps and heaters will be on exhibition at the local office June 1.

One of the visitors to town this week was Mr. Straub, with a fine line of Bawo & Dotter's goods, including many stock patterns of dinner sets for bungalows and country homes.

Mr. Burbank, of Burbank & Douglas, Portland, Me., was a visitor for two days last week.

George H. Wood and R. H. Stearns sailed for Europe last week on a buying tour. Mr. Wood is manager of the R. H. Stearns Co.'s china department.

George W. Beals, manager of the Boston office of the Goodwin & Kintz Co., Winsted, Conn., left this week on a business trip covering his usual territory.

Baseball will be king for the next few months. Teams have already been organized by the Shreve, Crump & Low Co. and Bigelow, Kennard & Co., and

a number of the department stores will have nines in the field. It would be interesting to watch a game between teams composed of china and glass buyers versus the local wholesale men.

L. Barth & Son are now ensconced in their new quarters, and Manager S. Y. Pierce reports the continuance of a heavy hotel supply business.

R. E. L. Wells, of L. Straus & Sons, New York, made a hand-shaking tour last week of the Boston trade, renewing friendships with the boys.

Mr. Vogt, of Vogt & Dose, New York was with us for a brief visit last week. After a trip West he intends to sail for Europe in June.

In town were: Fred Hoth, with Haviland & Abbot Co., New York; J. P. Wachtel, with McKanna Cut Glass Co., Honesdale, Penn.; Mr. Witherell, with Edward M. Knowles Co. East Liverpool, O.; Mr. Evans, with Meakin & Ridgway, New York.

THE CITY'S MOST HELPFUL ORGANIZATION.

THE Merchants' Association of New York has just issued its year book for 1910, containing the annual report of the president and a summary of the principal activities of the association. This body has done a lot of work which has resulted in great good to the merchants of New York. The dues are not heavy, and it would seem as if there should be interest enough in the general welfare of the city for more crockery men to join the association than now appear on its membership list.

GLASS CUTTERS' STRIKE NEAR END.

EXISTING conditions in the glass cutters' strike at Honesdale, Pa., point towards an early settlement. The Irving Cut Glass Co. has expressed a willingness to become unionized, and it is the general impression that should any one factory make a start and recognize the union the other firms will fall in line also. The fact that the strikers employed in the W. H. Gibbs factory at Hawley, Pa., have returned to their frames is taken as evidence that the workers are getting tired of idleness and will be glad to start working as soon as the union is recognized.

Honesdale has lost two of its factories on account of the strike, but a new company was organized and commenced working last week, and it is rumored that another concern is investigating the facilities of the town with a view of establishing a cut glass plant there.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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92 West Broadway New York.

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TEL. 6724 CORT.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 26, 1910.

PREPARING FOR THE FUTURE.

THE consumption of crockery and glass does not vary much from year to year, but the variation is always in the nature of an increase proportionate to the increase in population. If there is a dull period at any time of the year, another season is pretty sure to bring up the average. The per capita consumption even in the dull times we have been passing through has not decreased as much as appearances would indicate. Dealers may not have bought as much, but they have been selling all the time, drawing on their reserves to such an extent that stocks are very low all over the country.

It is continually said that fancy goods are a drug on the market and that there is an over-stock. In a measure this is true, because the demand fell off suddenly and the supply in first hands was forced upon the market. But, even so, the stock is not large—only as any stock is large if it is not moving. Many a dealer who would carry a hundred dozen of an article when that particular thing was selling well feels that he has a big stock with three dozen on hand.

China and glass break, and must be replaced sooner or later. When the call does come it will be large, and a good trade will be done provided the retailers have the goods. Many have reduced their stocks to a minimum and have not ordered for fall delivery. If they depend on domestic goods they are liable to disappointment, for in all probability the manufacturers will be so rushed that they will not be able to meet the demand.

If dealers would only anticipate in a small measure their wants for the fall season there would be a bigger chance for making money. It is not necessary to plunge or overstock, but it is certainly a wise thing to be prepared for what at present is looked upon as a foregone conclusion.

PERSONAL.

WHEN Geo. F. Mackey gets back "in the harness" he will be able to talk decorations as he never did before—and he was always pretty good at the game. He is at present "resting up" at his home in New Rochelle, where he has a lawn and garden, and prior to again taking up the task of disseminating information regarding the artistic merits of china, and inducing dealers to part with real money in exchange for his commodities, is studying botany between spells of pushing the lawn-mower. The painted flowers in which he deals will hereafter have to be true copies of the real ones, or George will know the reason why.



Clarence A. Cook, treasurer of the Pairpoint Corporation, ran down to the New York office Monday.



Mr. McEntee, of McEntee & Layng, proprietors of "The China Store," Newark, N. J., made a few brief calls in the District on Tuesday.



J. W. Irwin, treasurer of the Edwin M. Knowles China Co., was in New York Tuesday and Wednesday conferring with Doctor & Solomon, the company's New York agents.



W. A. Foster, of John Davison's staff, returned Monday from a week's trip after running to earth a few specimens of what is now known as the "elusive order."



Victor Levoyer departed last week for France in the interest of A. Gredelue.



Wm. L. Tickel, of the International Pottery Co., Trenton, N. J., stopped off at New York last week on his return to headquarters after eight weeks among the New Englanders.



H. F. Pegram has tendered his resignation as buyer for J. B. White & Co., Augusta, Ga., effective June 1.



A. H. Ledden, New York representative of the Buffalo Pottery Co., and E. H. Hammond, with the

Eygabroat-Ryon Cut Glass Co., journeyed to Philadelphia together on Monday.

J. A. Ackley, who has charge of the estate of W. R. Farrington, Poughkeepsie, N. Y., was in New York the first part of this week.

Fred. C. Roth came home this week from a trip throughout New England for the Haviland & Abbot Co. He found trade about normal for the time of year.

H. C. Kupper is booked to sail for Europe June 7 on the Kaiser Wilhelm II.

Percy Frost, who resigned as manager of the decorating shops of the Knowles, Taylor & Knowles Co., anticipates embarking in the decorators' supplies business.

O. H. Warwick, of St. Johns, N. S., arrived in New York last Friday for a short stay.

M. J. Geary, with Morimura Bros., came in from Chicago last week. He will take a vacation before going West again.

J. F. Palme returned to New York last week after a profitable tour of the Middle West.

Geo. Hamilton, of Furnivals, is sending in fair-sized orders from the big Middle West cities. He was booked for St. Louis the latter part of this week.

H. S. Mirrieles, New York manager for the Manning-Bowman Co., made the Boston stores this week. He is expected back Friday.

Jas. D. Fleming, vice-president of the Lalance & Grosjean Mfg. Co., who is away on an extended vacation, was in London during the funeral of the late king.

A. Herr, who has been in Pittsburgh with the lines of Bawo & Dotter, is home for the rest of the season.

A. Gredelue is scheduled to return to New York the 10th of June. He will stay about a week and then depart for Paris, where he joins Mr. Levoyer.

Henry Cronemeyer, who has been on the Pacific Coast for more than three months in the interest of Bawo & Dotter, came home this week. He says that part of the country is in a very prosperous condition.

Crops are splendid, and the people are feeling good. There is much interest in the proposed Panama Canal exposition, and should it be decided to hold it at the Golden Gate the business of San Francisco will boom.

Edward Boote will sail Saturday for Europe on the Carmania.

Harry R. Churchill, of Endemann & Churchill, expects to sail for a short trip to Europe on the Adriatic June 1.

Eugene Sainson, with Endemann & Churchill, is back from the West for the rest of the season.

E. Torlotting, New York representative of the St. Louis Crystal Glass Co., will sail for Europe June 16.

William C. Anderson, president of the American Cut Glass Co., Lansing, Mich., is recovering from an operation for appendicitis.

Cecil Taylor, representing the Knowles, Taylor & Knowles Co., East Liverpool, spent a few days in New York this week.

Geo. L. Lobsitz, buyer for Hahne & Co., Newark, N. J., made several calls in the District Wednesday. Owing to pressure of business Mr. Lobsitz is not going abroad this year.

Fred. C. Reimer, of Chas. L. Dwenger's staff, came back Tuesday from a ten weeks' trip as far West as Salt Lake City. Mr. Reimer states that the Western retailers are doing much better than those of the East.

Chas. P. Schuller, New York manager of the C. F. Monroe Co., Meriden, Conn., was married May 19th to Miss Martha Olive Barton.

LET GO TO SAVE HIS DOG'S TAIL.

THOSE in the trade who know Harry S. Mirrieles, with the Manning-Bowman Co.—and who doesn't?—also know he is the possessor of a fine bull terrier, "Bob," of which both he and Mrs. Mirrieles are very proud. The dog is allowed to roam at will about the grounds of his residence at Montclair, N. J., without so much as a collar about his neck. Indeed, the terrier has always disdained a collar or bow of ribbon.

Monday of this week the gardener, who was working on the lawn, ran into the house and told Mrs.

Mirrielees that somebody had caught Bob and was taking him off down the avenue. She called her husband and the pair of them started out for the dog.

Just at the boundary of their property they overtook David Steinfield, the dog catcher of Montclair, who had taken Bob into custody because he had no collar bearing a license tag

"Here, you! Put that dog down. We have a license for him!" ordered Mirrielees.

"If you pay a dollar to the Town Clerk you can get your dog back, if you've got a license," retorted Steinfield as he resumed his journey.

Bob looked at his master and wagged his tail vigorously. That was too much for Mirrielees. As Steinfield pulled on the rope he had tied about the terrier's neck, Mirrielees grapped the dog by the tail, and poor Bob was the business part of a tug-of-war for a moment.

Mrs. Mirrielees had carried a pair of scissors out of the house with her when she jumped up from her sewing, and she started to cut the rope. Steinfield let go the rope and grapped the dog by the neck, telling Mrs. Mirrielees if she wanted to cut her husband's end of the dog loose he was willing. Then Steinfield rapped Harry over the knuckles until he let go, and the dog catcher started down the avenue with his prisoner.

A little later the town treasury was enriched to the extent of one simoleon, and Bob is now spending his time trying to scratch off his new collar.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
May 24, 1910.

ANTWERP

60 packages toys	A Steinhardt & Bro
39 " "	B Illfelder & Co
15 " "	Miscellaneous Orders

BREMEN

2 packages glassware.....	L Straus & Sons
4 " "	Samstag & Hilder Bros
41 " "	Miscellaneous Orders
18 " earthenware	Strobel & Wilken Co
1 " "	Miscellaneous Orders
8 " toys.....	Geo Borgfeldt & Co
35 " "	Strobel & Wilken Co

COPENHAGEN

89 packages glassware	Fensterer & Ruhe
5 " "	Frank & DeKeyser
35 " "	Miscellaneous Orders

GENOA

53 packages earthenware.....	H Creange
15 " "	Geo Borgfeldt & Co
5 " "	Miscellaneous Orders

HAVRE

27 packages chinaware.....	L Straus & Sons
5 " "	Bawo & Dotter
15 " "	Endemann & Churchill
7 " "	J H Venon
2 " "	J Pouyat Co
2 " "	Miscellaneous Orders

HAMBURG

2 packages glassware	Fensterer & Ruhe
28 " "	J H Venon
7 " "	F Bing & Co
63 " "	Geo Borgfeldt & Co
91 " "	Brown Bros
4 " "	J Palme
12 " "	Samstag & Hilder Bros
48 " "	L Straus & Sons
12 " "	Strobel & Wilken Co
815 " "	Miscellaneous Orders
6 " chinaware.....	Bawo & Dotter
539 " earthenware	Geo Borgfeldt & Co
25 " "	L D Bloch & Co
55 " "	Bawo & Dotter
2 " "	Koscherak Bros
3 " "	Lazarus, Rosenfeld & Lehman
5 " "	Julius Palme
24 " "	L Straus & Sons
80 " "	J Wygand & Co
181 " "	F W Woolworth
31 " "	Strobel & Wilken Co
30 " "	Miscellaneous Orders
224 " toys.....	B Illfelder
170 " "	Geo Borgfeldt & Co
8 " "	Bawo & Dotter
5 " "	C B R uss
6 " "	Samstag & Hilder Bros
8 " "	G W Travers
79 " "	Strobel & Wilken Co
52 " "	Miscellaneous Orders
4 " harmonicas.....	Strobel & Wilken Co

LONDON

85 packages toys.....	Strobel & Wilken Co
18 " "	Geo Borgfeldt & Co
14 " "	Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
9 " "	Bawo & Dotter
9 " "	G F Bassett & Co
9 " "	H C Edmiston
24 " "	Maddock & Miller
18 " "	R Slimmon & Co
22 " "	L Straus & Sons
8 " "	Miscellaneous Orders
25 " toys.....	Strobel & Wilken Co

ROTTERDAM

2 packages earthenware.....	Geo Borgfeldt & Co
19 " "	L D Bloch & Co
304 " "	B Illfelder & Co
9 " "	Lazarus, Rosenfeld & Lehman
9 " "	Miscellaneous Orders
58 " toys.....	B Illfelder & Co
4 " "	R H Macy & Co
2 " "	Samstag & Hilder Bros
9 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

90 packages earthenware.....	Jones, McDuffee & Stratton Co
35 " "	Mitchell Woodbury & Co
4 " "	American Express Co
8 " "	E Boote
16 " "	A W Chesterton
2 " "	Houghton & Dutton
8 " "	Miscellaneous Orders

ANTWERP

47 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " "	Houghton & Dutton
15 " "	F W Woolworth
23 " "	L Wolf & Co
24 " "	Stone & Downer Co
6 " "	Mitchell, Woodbury Co
5 " "	Miscellaneous Orders

Among the Potteries

East and West

East Liverpool and vicinity. For years the domestic pottery manufacturers have complained of the inequality of freight rates when the tariffs of imported and domestic

pottery are compared. Many have declared that it is a matter that the Federal Government should correct, and now news has been received here of the intention to introduce a bill prohibiting the shipping of import goods from the point of receipt to another point at a rate less than is charged for American articles shipped from the same point. Many Congressmen are known to favor such a measure, and its passage is believed to be scheduled for this session.

W. C. Browne, who has just returned from an Eastern trip in the interest of the Potters' Co-Operative Co., says: "I am of the opinion that the pottery salesmen who strike towns of from 15,000 to 40,000 population are securing more business than those who work the larger towns and cities. In the latter the expectations that business would keep up the pace set in January have not been realized."

A new jobbers' price list has just been issued by the D. E. McNicol Pottery Co. It is very complete, all lines being listed.

That the manufacturers throughout the country are doing a better business is indicated by the fact that dealers in supplies report an increased demand. One plant in the supply business that has been operated very irregularly during the past three years is now being worked to capacity.

The United Stores of America—a local organization—has increased its capital stock and removed the general offices to Chicago, where the sales force has been increased. The company is a large buyer of pottery and glass. A branch office will be maintained in this city.

The Potters' Co-Operative Co. is showing a number of elaborate new things. One of the tankard treatments is in rich coin gold and ivory finish. On Colonial line of plaques, the sizes of which range from four to eight inches, the treatments are varied

and very rich. Plans have been considered by this concern for the enlargement of their glost warehouse, which is not large enough for present needs.

Ware is now being shipped from the No. 2 plant of the National China Co. at Salineville, the first orders going forward last week. There was some delay in starting this plant owing to the belated arrival of materials.

Among the buyers in the district during the past week were: W. Ross, manager of the Cash Hotel Supply Co., Kansas City, Mo.; Morris Bergman, New York; R. Walters, of the Walters Decorating Co., Baltimore, Md.

George W. Clark has returned from an extended trip throughout the West along the Pacific Coast for the Homer Laughlin China Co. The Laughlin plants are very busy now, the demand for the Niagara dinner shape increasing steadily. Sales of the Hudson shape, however, are strong, and as both are shown in over a hundred treatments buyers have no trouble in making selections of good open stock patterns.

New cover dishes are being shown by the Globe Pottery Co. in connection with their St. Regis dinner shape. The handle is plain and has an Old English effect.

The general offices of the Cartwright Bros. pottery are being remodeled and refurnished. The pottery is running full, and the working force in the decorating shops has been increased.

There is a marked shortage of decorators in the Western potteries, and in East Liverpool especially. Although all of the factories are advertising for help of this character, they are unable to get enough to supply the demand.

The Pennsylvania railroad company has notified pottery manufacturers hereabouts of an increase in shifting charges. Heretofore manufacturers have only paid \$1.25 per car for transferring from one private siding to another, or from a private siding to a

team track. The rates continue the same for a car shifted from and to private sidings, but when it is placed on a team track a rate of 15 to 20 cents a ton is charged. When a car is packed by two firms and transferred from the river potteries to the Horn Switch the 20 cent rate is charged. A car half loaded and transferred costs about \$5 now.

Thomas J. Duffy, president of the National Brotherhood of Operative Potters, has recently returned from New Castle, Pa., where he has been straightening out a tangle at the Shenango China Co.'s plant that closely bordered on a strike.

It would be no surprise to see one or two pottery manufacturers during the next few years establishing warehouses or distributing stations throughout the Western and Southern sections. One manufacturer said this week that the matter had been considered, and that it could be worked just as well as it is in other lines of trade.

The West End Pottery Co. is working to capacity. The specialties of this company are "something different" in this district, and it is said that many additions will be made to this line ere long.



Business with the Edwin M. Chester, W. Va. Knowles China Co. is keeping up to the record established earlier in the year. The company plans to show a number of new treatments on dinnerware about July 1.

At the Taylor, Smith & Taylor plant orders from salesmen are very good. The open stock dinner patterns of this firm are proving to be very popular among the department store buyers. The specialties are also in demand, while the plaque lines are going better now than at any other time this season.



Potters in this city are actively making arrangements for the convention which meets at Atlantic City in July. All resolutions affecting the raise in the scale of prices are now in the hands of the national organization, the date for their introduction having closed on May 20. The most important of these is that of Local No. 45, of this city, the largest local of sanitary workers in the country, which is out after a ten per cent raise. Another branch that is out for more money is that of the mold makers, and they propose to leave no stone unturned to secure what they are after. At the Pittsburgh meeting several months ago there was a readjustment of the wage scale in which the Eastern branch feels that it was sacrificed for the interest of the others, and considerable resentment is felt. It was formerly the custom in the West to allow men

to contract for the blocking and casing, by which method one man furnished the entire work, paying any scale he pleased, and charging the list price. This was remedied at Pittsburgh, and in the settlement the time wages were increased from \$3.50 to \$4 a day, while the rate for piecework was reduced ten per cent. As the work in some of the Eastern potteries includes not over one or two days a week on time, and the rest from the list, there is great dissatisfaction.

After investigation by the insurance adjusters of the damage done by the recent fire at the plant of Lenox Incorporated, a check for \$3,000 was turned over to the firm.

The annual commencement exercises and exhibition of the work of the Trenton School of Industrial Arts will take place on the evening of Saturday, June 4, in the auditorium of the school. Dr. Alexander C. Humphreys, president of Stevens Institute, Hoboken, will address the class. Among the prizes for work in various departments one of special interest this year is offered by the Thomas Maddock's Sons Co. for the best design for an ewer. Special interest centers this year in the china painting and the underglaze pottery painting. In these departments great progress has been made during the year.

Mathew Connell, a potter who recently came here from Connecticut in an endeavor to find work, committed suicide May 22.

Ten kilnmen who recently took half a day off to attend the Buffalo Bill show found upon reporting for work the next morning that their services were no longer required by the Lenox Incorporated. "The men quit work without informing us," said Walter S. Lenox, president of the company "They left considerable important work uncompleted, and it placed us in an embarrassing position. If they had informed us ahead of time we could have made the necessary arrangements, and everything would have been all right. Taking the afternoon off without notice practically shut down the plant."

A company newly-incorporated here will erect a plant for the manufacture of vitreous mosaic tile at Matawan, N. J. The promoters have secured a strip of land stretching 300 feet along the Freehold railroad and substantial progress has already been made with the building. The concern will be known as the Atlantic Tile Mfg. Co. The officers are: Charles E. Barkes, president; Edward Barkes, vice president; Herbert Gittins, secretary and treasurer.



The Salem China Co. has just placed a new dinner shape on the market named the "Sachco"—a word coined from Salem China Co.

Around the Glass and Lamp Factories.

Pittsburgh and vicinity. Those shops which make a specialty of decorated table ware and souvenirs in this district are very busy now. The souvenir business is seemingly at its height, some managers reporting enough business on hand to keep plants in full operation for months.

Some of the factories manufacturing tumblers are so rushed with business that shipments are necessarily slow.

Quarterly meetings of the board of directors of the Western Pottery and Glass Association are contemplated, and the first will be held June 3 at the office of the secretary. There has been an increased interest in the association this year, and the good work is to be kept up. The quarterly meetings will likely be held in March, June, September and December. The annual meetings will continue to be held in January.

July 1 next the United States Glass Co. will observe its nineteenth birthday. The company started business officially July 1, 1891. Daniel C. Ripley was president of the company then and served in that capacity with great credit to himself and his associates until a year ago, when he severed his connection. W. C. King was the first vice-president and James B. Lyon treasurer. The sales department was in charge of A. H. Heisey. Mr. Freese, now manager of the credit department, was the first bookkeeper the company employed.

The annual wage conference between the glass manufacturers and committees representing the workmen will be held at Atlantic City commencing July 19. The convention of the workers will be held at Toledo, commencing July 5. The new wage list has been prepared, and after it is acted upon at the Toledo convention will be taken up jointly at the Atlantic City meeting.

C. G. Cassell, who was at the Ft. Pitt showing the Heisey line, said that he had received a letter from Walter B. Lindsay prior to the latter leaving Arizona

in which the writer said that he planned to visit Los Angeles and then go north along the coast to Washington. His health was greatly improved.

Illustrations of the decorated lamp lines of the United States Glass Co. are now being forwarded to the trade. The success of the new "Jumbo" lamp is greater than anticipated. Its bowl holds a quart.

News has been received here of the resignation of H. R. Libengood as manager of the plant of the Wellington Glass Co., at Cumberland, Md. He was interested financially in the company, and his holdings, it is said, have been offered for sale.

George Mortimer, of the Mortimer Glass Co., whose offices here are in the Lewis Block, took the country roads with his automobile when he went to Parkersburg and Williamstown, W. Va., last week. They were in good shape, and he made quick time.

M. G. Bryce, manager of the commercial department of the United States Glass Co., has returned from a Western trip during which he went as far as St. Louis.

The Phoenix Glass Co. is showing a number of new effects in shades, the line this season being more complete than ever. The designs are varied and very attractive. They are in both inverted and upright patterns.

With the Haskins Glass Co. **Martin's Ferry, O.** trade is very good. Several new cuttings in shades are being shown, and since they have been presented to the trade orders have been coming in rapidly. A sprinkling system has recently been installed in this plant.

The new plant of the Monongah **Fairmont, W. Va.** Glass Co. will be devoted to the manufacture of pressed glassware entirely, for the present at least, although

some blown ware may be made later on. The capacity is estimated to be about 350 barrels per day.



Mail orders are said to be excellent
Rochester, Pa. with the Rochester Cut Glass Co.

The new bell-shaped tumbler, which is made in a heavy cutting, is in great demand.



The foundation for the new plant
Fostoria, O. which the Fostoria Glass Specialty Co. is building at Niles, O., has been completed, and the superstructure will be started as soon as possible.

BUSINESS BRIEFS.

S. A. Willis has opened a new five and ten cent store at Williamstown, Pa.

The Russian Antique Importing Co. has removed to 118 Walker street, this city.

The new department store of the Gately Co. opened for business at Peoria, Ill., May 13.

Ground has been broken for the new factory of the Central Cut Glass Co. to be erected at Walkerton, Ind.

Work in erecting the new F. W. Woolworth & Co. building at New Brunswick, N. J. will be started July 1.

Contracts have been let for a \$500,000 improvement in the building of The Fair department store at Chicago.

Extensive improvements are being made by Anderson & Hood, of Portsmouth, O., in their department store.

Greenhut & Co. are building an addition to their present store on Sixth Avenue that will take in the entire block.

The receiver of Edward Rorke & Co., this city, has obtained an extension of time for selling the stock until June 13th.

Kelly & Steinman, who removed their glass cutting business from Honesdale to Towanda, Pa., have begun operations in the new location.

The Geneva (N. Y.) Glass Co. has been incorporated with \$50,000 capital. The directors are O. J. C. Rose, M. S. Sanford and J. O. Jensen.

Etter & Allen, Alamo, Ind., are building a new

structure to take the place of the one recently destroyed by fire. This firm handle crockery, glassware, etc.

* *

Robinson & Levin, who have operated a five and ten cent store at Danvers, Mass., are closing out their stock preparatory to discontinuing business.

* *

George C. Keiffer, formerly manager of C. P. Hoffman & Co.'s department store at Bethlehem, Pa., has engaged in the same business for himself.

* *

A. F. Wylie, New Haven, Conn., moved into his handsome new store this week. He has one of the finest china and glass departments in the State.

* *

A judgment by default has been entered against Abraham White in favor of Yasukata Murai for \$64.164 due on two notes made by White on April 23, 1907.

* *

The United Five and Ten Cent Stores, Inc., have under consideration the establishment of a branch store on the boardwalk at Atlantic City. The Woolworth Syndicate and the McC Corey company are operating similar stores there now.

* *

A meeting of the creditors of the Maasdyk-Kahn Co., importers of china, recently adjudged bankrupt, will be held at the office of John J. Townsend, referee, 45 Cedar street, June 6, at 3:30, in order that claims may be proved and a trustee appointed.

* *

Chas. F. Monroe, who was appointed temporary receiver for the C. F. Monroe Co., Meriden, Conn., March 19th, was made permanent receiver last week for a period of fifteen months. The receivership was asked for by the company's officers because a \$19,000 loan was called for unexpectedly.

* *

Sealed proposals will be received at the office of the National Home for Disabled Volunteer Soldiers, N. Y., until noon June 10 for furnishing the following: 25,000 bowls, 4,000 cups, 1,6000 meat platters, 1,500 bread plates, 6,000 butter and cheese plates, 18,000 dinner plates, 13,000 soup plates, 4,000 saucers and 12,000 vegetable dishes. Full particulars can be had at 346 Broadway, N. Y.

THE GOLF TOURNAMENT.

THE annual golf tournament will be held during the week beginning July 25 and probably on the Montclair links. Fifteen entries are assured already, and it is expected that the field will be much larger than any in the past. As usual, the CROCKERY AND GLASS JOURNAL will offer a cup. Reserve your dates for this occasion. Harry P. Muirheid will furnish any information that prospective players may require.

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

THE LAUGHLIN DECORATED CATALOG.

THE handsome catalog, showing in actual colors the most popular productions of this company in Decorated Table and Toilet Wares at prices ranging all the way from the cheapest to the best, is a real work of art, and is almost as useful as a line of samples.

It is more especially designed for the use of the jobber's salesman, and is so complete with essential information as to greatly simplify his work.

It will help you get new business at a satisfactory profit, and will be supplied upon request by

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.

A CHANCE TO HELP.

THE gamest possible fight for life is being made by a Des Moines young man, Julius S. Caine, of 922 Mulberry street, whose remarkable fortitude and determination have excited the kindly interest of a large number of friends whose sympathy already had been enlisted by the character of the case in encouragement of the struggle which the young man is making.

Mr. Caine contracted tuberculosis on the Panama canal, where he roomed for a time with and cared for a companion who died later, when it was disclosed that he had been a victim of consumption.

He was formerly a department store buyer, and is now soliciting magazine subscriptions and asks the trade to help him. He says: "If you are not a subscriber to a magazine or periodical, let me take your subscription; if you are a subscriber, place your renewal of subscription with me. This will not cost you a single cent more than the subscription would through any other source."

There are a number of men in the trade who doubtless remember Mr. Caine, and who will be glad to help in the way suggested.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 7 '10	Correspond- ing period 1909	Exports Jan 1 to May 7, '0	Correspond ing period 1909
Boston	190	72	2977	2443
New York	202	65	3059	1604
Baltimore	559		6027	6020
Philadelphia	72	70	1947	2068
New Orleans.....		202	604	1165
Newport News			55	495
San Francisco .....	....	....	....	96
Portland (Me.) .....	....	....	992	1871
Galveston .....	....	....	322	351
Portland (Or.) .....	....	....	....	40
Inland Points	99		1053	372
Total	1122	409	17036	16525

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

to	Shipments week end'g May 7, '10	Correspond ing period 1909	Exports Jan 1 to May 7, '0	Correspond ing period 1909
New York	202	115	2897	3293
Boston	190	72	2648	2261
Philadelphia	72	70	1871	2283
Baltimore	563		6084	6325
San Francisco .....	....	....	....	96
New Orleans .....	..	207	283	1127
Portland (Me.) .....	....	....	591	1943
Galveston .....	....	....	283	334
Newport News .....	....	....	55	495
Portland (Or.) .....	....	....	....	...
Inland Points .....	....	....	946	559
Total	1027	464	15658	18716

OUR LAMPS ABROAD.

SYRIA.

THE following information, in answer to an inquiry concerning the use of lamps in Syria, is furnished by Consul Jesse B. Jackson, of Aleppo:

"The products of several American firms are quite common here, as well as those of many European houses, but the most convenient lamp for use in this particular territory is the one so constructed as to generate the gas from petroleum instead of from gasoline, the latter article being too difficult to procure and too expensive even when it is possible to have it.

"In manufacturing lamps for sale in Turkey, as in other Eastern countries, special attention should be paid to fancy decorations and bright colors, as they are much appreciated by the Oriental. Such articles must also be as cheap as is consistent with good quality in order to compete with the prices of European manufacturers, who have long since perfected the art of making goods destined for this country both cheap and attractive.

"European manufacturers have a way of getting their goods before the people and on the market that is difficult to surpass, and only extreme energy on the part of American exporters will enable them to overcome the long lead already secured in the Syrian markets. European lamp manufacturers sent their personal representatives here to demonstrate their goods and visit the trade, and thus secured the greater share of the business. Why can not American firms do the same? If it would not pay to employ a sole representative it seems probable that lamps of the kind could be placed with one of the several traveling salesmen who regularly visit Aleppo, to be carried as a side line.

"Particular attention should be given to the preparation of catalogues and other literature in connection with the sale of lamps. This is not an English-speaking country. The best language to employ is French, in which all correspondence, written or printed, should be conducted. Prices, weights, measurements, etc., should be stated in French, and price lists should be forwarded in the beginning, as the distance between the United States and Aleppo is too great and the time necessarily employed for correspondence too long to permit unnecessary delay just because of some such omission from the correspondence. Prices should be quoted c. i. f. Alexandretta or Beirut, the ports of Aleppo, instead of f. o. b. New York or some inland city in the United States, from which the Syrian merchant can have no possible idea of the final cost to him. When prices are given as suggested the buyer knows just what is required of him; otherwise he is in doubt, and is not likely to be sufficiently interested to make inquiry and await a reply, especially when a competitor is here on the ground supplied with all the necessary information concerning the goods."

[A list of dealers in lamps in Aleppo, Aintab,



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

Alexandretta and Antioch, furnished by Consul Jackson, is on file in the Bureau of Manufactures.]

SIAM.

Vice-Consul-General Carl C. Hansen reports that outside of Bangkok, where electricity is used for lighting, kerosene and other oil-burning lamps and candles supply the means for lighting and illuminating purposes in Siam. During the fiscal year 1908-9 the imports of lamps into Siam amounted to \$114,000, of which about \$12,000 worth were from the United States, the remainder coming from Singapore, United Kingdom, Germany, Japan, Hongkong, etc. The imports of candles during the same year amounted to \$109,000, nearly all from Singapore, Hongkong and Burma, only \$2,791 worth being from the United States. The importation of candles is gradually increasing. Foreigners are permitted to manufacture paraffin and stearine candles in Siam, but the manufacture of tallow candles is a government monopoly, farmed out annually to the highest bidder.

The imports of matches during the fiscal year 1908-9 amounted to \$267,004 and were from the following countries: Hongkong, \$251,598; Japan, \$10,066. China, \$3,138; Singapore, \$913; the balance, \$1,285, from Europe. There were no imports from the United States. A bundle of oriental matches, containing 10 small boxes, is sold for about 2½ cents, against 5 cents for a bundle of European matches.

GERMANY.

Consul Ralph C. Busser, of Erfurt, furnishes the following information concerning the usual methods of house and cafe lighting in Germany, and the outlook for the introduction of American gasoline lamps:

"The common kerosene lamp is still used in most German homes, gas and electricity being too expensive for most people. Consequently a house lamp furnishing light superior to the petroleum lamp, and which can be cheaply purchased and economically operated, should appeal to thrifty householders. Some improvement has been made in petroleum lamps by using a burner similar to the Welsbach. It costs about \$1, and though it gives a better light, it is doubtful whether the investment is economical, as, owing to the necessity of frequently trimming the wick, and cleaning and filling a petroleum lamp, such a burner is more likely to get out of order or to be broken than the Welsbach burner in a gas lamp. Even when this improved burner is used in an oil lamp the light is still inferior to that of the American vapor gas lamp.

"The majority of German families live in flats and apartment houses, where it is customary to keep a light burning for several hours in the evening at the entrance, and frequently at the stairways upon each floor. Gasoline lamps similar to the type used for porches, and verandas in the United States would be suitable, and if well advertised should find a ready sale in Germany. German apartment houses of the better class have private balconies upon each

floor, for which small gasoline lamps of ornamental construction would probably be preferred to the oil lamps now commonly used.

"Cafes and beer gardens are the centers of German social life, where families, friends, and associates daily congregate, and the relatively large number of these popular resorts in every city and town creates a heavy demand for lamps that give a brilliant light. Gas electric lamps are ordinarily used in large stores, cafes, and similar establishments, but it is likely that gasoline lamps, with their lower cost of installation and more economical operation, would often be substituted if their merits were adequately demonstrated to the proprietors of such places.

"Music and dance halls, band-stands, parks and other pleasure resorts also offer opportunities for building up a profitable trade in gasoline or vapor gas lamps."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN wanted for July 1, 1910 — A live, energetic traveling salesman to represent first-class pottery making dinner and toilet ware and exclusive line of specialties. Apply in own handwriting, stating experience, age, references and territory traveled. Address Box 720, this office.

WANTED—Commission men to handle first-class line of dinner and toilet ware, and the best line of novelties in the United States. Apply in own handwriting, giving experience, references and territory desired. None but hustlers need apply. Address COMMISSION No. 12, this office.

WANTED—The services of a first-class cut glass salesman of experience. Apply by letter, giving references, to THE LIBBEY GLASS Co., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN EVERY LARGE CITY IN THE UNITED STATES IN WHICH I AM NOT ALREADY REPRESENTED. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

A VERY up-to-date wholesale and retail china, toys and house-furnishings store in Southern Pennsylvania. New fixtures; elegant location for variety store; \$16,000 stock and fixtures; unexpired lease of over four years. Address Box 721, this office.

→ SPUN BRASS. ←

Extraordinary
low-price.

Write to-day.



Standard Flower
Pots fit
all sizes.

NEW 800 LINE OF LEADERS.

ARTISAN METAL MANUFACTURING CO.,

NEW CASTLE PA.

New York.

Philadelphia

Pittsburg.

Chicago.



NEW YORK, JUNE 2, 1910.

THE CONDITION OF BUSINESS.

At this particular time of the year, a **New York** holiday has never been found to do business any good. The majority of houses in the trade have ceased to hope for any further import business. Although some orders were received during the first week. The trade outlook, while not particularly encouraging as regards immediate business, is certainly not as bad as the general pessimistic reports would have us believe. Reports from western and southern points are very encouraging. Mail orders are holding their own and the men on the road who are in closest touch with conditions are hopeful.

It is generally known that the factories in Europe at the present time can very well handle import orders on many articles. It is a question whether the present inactivity of the factories will continue and it is also possible that those people who are holding off until the last minute may be disappointed if they do not get their requisitions in at once.

A moderate request is noted for German dinnerware.

The warerooms handling English china and earthenware do not expect any great amount of business at the present time. Demands received by road men show a slightly decreased call.

The lamp manufacturers are without exception preparing aggressive campaigns. The mountain and seashore cottage business is not all in as yet, and the

range of choice shown by the manufacturers is bigger than ever. The lamp men are confidently awaiting good business.

Retail trade has picked up since last week. Berry sets, fruit dishes, rose bowls, and in fact almost everything used in summer are having good sales. The cheaper qualities of cut glass made from figured blanks are moving rapidly.

There is no change in the cut glass situation. The more expensive cuttings are moving slow. The labor strikes in several manufacturing centers are still undecided, but hope is entertained for early settlements.

American pressed ware and blown glass is fairly active.

The season for gas and electric portables will open shortly and will be welcomed by every manufacturer. Business has been fairly good for some months back—factories are running along smoothly and preparing to handle a considerable increase in business.

While business continues good there is a slight falling off since last week. **Trenton.** Dinnerware buyers have been ordering quite generously and other decorated ware has shown a slight improvement over the past few weeks. The manufacturers are being urged to make quick shipments on nearly all orders being received now and

owing to the fact that large purchases are not being made their requests for immediate deliveries are being complied with.

Potteries here are being operated **New Castle, Pa.** to the limit. Orders for hotel ware are better now than for months. The demand for the higher grade ware is on the increase. Many new hotels opening up throughout the country has helped to increase the demand.

There has been an improvement in business hereabouts during the **East Liverpool and Vicinity.** past ten days, the manufacturers reporting a heavier volume of business by mail. A number of salesmen are in from the road getting new samples in shape. Collections are reported fair. The department store trade has slackened.

The approach of the summer season in the glass business is being **Pittsburgh and Vicinity.** felt by some of the manufacturers, so far as new business is concerned. Locally, more or less apathy is noticeable. Factories manufacturing colored glass goods are reported very busy. Table ware plants are still working on old contracts. Collections are said to be good. Only a few weeks remain until the summer shut down.

The pressed, blown and cut glass **Rochester, Pa.** plants in this territory are all busy. There has been a little falling off in the cut glass demand, but for pressed and blown tumblers the call is as strong as ever, and all the shops making these lines are working to capacity.

HONESDALE FACTORIES STAND PAT.

HONESDALE, PA.

Editor CROCKERY AND GLASS JOURNAL.

The item under the head "Glass Cutters Strike near End" in the issue of May 26 of the CROCKERY AND GLASS JOURNAL seems to express the wish and sentiment of the members of the union rather than the determination of the manufacturers at least as far as Honesdale is concerned. So far we have not heard one of the remaining manufacturers, whose men went on strike some nine weeks ago for no other purpose than to force the investments of the various manufacturers under the control of the men, express their plans in any way than to resist this demand under all circumstances. Two of the factories have moved to other cities already for no other reason than to keep their independence, which under union rule they are bound to forsake. Honesdale very likely will lose the majority of its cut glass factories and in consequence hundreds of its citizens on account of a demand, which no right-thinking person can approve of.

Very truly yours
THE HERBECK-DEMER CO.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of March, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$235,907	\$303,414
Austria.....	36,690	58,828
France.....	128,219	225,521
Germany.....	168,535	257,385
Other Europe.....	11,852	17,059
Japan.....	57,947	92,679
Other Countries.....	8,356	5,948
Total.....	\$642,546	\$960,834

FOR NINE MONTHS ENDING MARCH.

	1908	1909	1910
Great Britain...	\$2,474,875	\$1,733,792	\$2,072,071
Austria.....	803,563	695,082	664,788
France.....	1,764,429	1,149,226	1,400,188
Germany.....	4,864,829	2,677,065	3,074,765
Other Europe..	204,326	116,213	194,495
Japan.....	1,132,951	789,542	986,918
Other Countries	100,745	59,185	64,400
Total..	\$10,845,718	\$7,220,105	\$8,457,700

TOYS

	1909	1910
France.....	\$ 4,852	\$ 8,581
Germany....	128,050	224,561
Other Europe..	8,781	18,618
Other Countries	10,744	19,709
Total.....	\$152,427	\$266,469

FOR NINE MONTHS ENDING MARCH.

	1908	1909	1910
France.....	\$ 151,088	\$ 79,471	\$ 128,764
Germany.....	5,604,728	3,418,036	4,821,161
Other Europe..	276,831	172,218	244,740
Other Countries	144,572	98,165	145,256
Total.....	\$6,177,169	\$3,807,890	\$5,339,921

GLASSWARE.

MARCH		FOR NINE MONTHS ENDING MARCH		
1909	1910	1909	1909	1910
\$240,030	\$345,246	\$2,800,574	\$1,945,194	\$2,681,708

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MARCH		FOR NINE MONTHS ENDING MARCH		
1909	1910	1908	1909	1910
\$76,776	\$85,026	\$616,694	\$497,498	\$616,744

The New York Crockery and Glass District.

A meeting of the stockholders of the corporation of Charles Ahrenfeldt & Son will be held at the office of the company 52 Murray St., New York, June 16 for the purpose of voting on the advisability of dissolving the corporation, as resolved by the Board of Directors at a special meeting May 6, 1910 in Paris.

Cox & Lafferty have some cheap cups and saucers, and vases, in Japanese china, ready for immediate shipment, sold in case lots only, at attractive prices. All the fine import samples are being closed out. Special prices are being quoted on white enamel tumblers from the Seneca Glass Co. and punch bowls and punch sets from the Imperial Glass Co.

The thirty piece "Triumph" assortment of cut glass is one of the week's features at Bawo & Dotter's. The items include a 2½ pint jug, an eight inch fern, two bowls, a fourteen inch ice cream tray, two large and six small nappies, and other pieces. The assortment is priced at \$33.90, and is said to return the retailer a handsome profit.

Jardinieres in a large variety of shapes, sizes, and decorations make up a very conspicuous display in the showroom of Robt Slimmon & Co., which has pulled many good orders this season. The decors for the most part are floral treatments either in decals or relief, or combinations of both. The colorings are exceptionally good, and the items, throughout the line are well potted.

The very latest designs in portables, just from the factory of the Manhattan Brass Co. show up splendidly. The designs are graceful and the workmanship faultless. A very extended display is now on view and will be found to be well worth a visit.

As the time is getting rather limited, dealers who expect to cater to the seashore and mountain cottage trade, have still an opportunity to freshen up their lines by adding the latest models. The Plume & Atwood Manufacturing Co. is showing a first class

assortment of lamps especially adapted to meet the requirements of buyers of such goods. The styles in lamps they show present a wide range for selections and are well finished. The most popular finishes this year have been found to be brushed brass, gun metal and polished brass.

Many requests for copies of the new catalogue recently issued by J. Morgan & Sons, have been received in response to the firm's advertising in the JOURNAL. The firm will send this booklet to anyone selling electroliers, domes, etc. who is looking for novel, moderately priced fixtures. The catalogue is profusely illustrated with fine half tone engravings illustrating some of the more popular and best selling fixtures in "modern stained glass." It will be mailed on request.

Hugo H. Freudenfels, manager of the Art China Import Co., when seen by a JOURNAL representative early in the week, looked the part of a busy man. In the "Palatin" stock room are hundreds of open stock patterns, and more than a hundred new shapes, recently arrived, have been placed on display. They are changing ownership in a manner satisfactory to the house. Business has picked up considerably, the mail orders showing up especially well.

H. Benedict has just received of several new decorations and patterns, from the Smith-Phillips China Co. The assortment of this company's goods now on display is especially strong in medium priced dinner sets in the well known "Princess" and "St. Regis" shapes. The "Alamo" a white and gold pattern, which is among the latest to arrive is proving very popular.

The first installment of the extensive line of gas and electric portables from the Fostoria Glass Co. has been received by John Nixon the New York representative. There will be about seventy-five different styles in over twenty finishes. The showing is especially strong on conventional designs. One portable in mottled antique verde is an entirely new

finish. Many lamps in the new line are decorated by a secret mechanical process and when illuminated show the designs in very soft outline.

Bradley & Hubbard have completed the remodeling of three of their showrooms which are devoted exclusively to displaying gas and electric portables. New stained and art glass domes are shown in a variety of styles. The most prominent items at present are gas and electrics made of hand wrought bronze. Other alterations are under way which will make the B. & H. showrooms one of the points that a lamp and fixture buyer cannot afford to miss.

John Cross, the glass and pottery agent has moved to 76 Park Place. He was formerly at 25 West Broadway.

AT BOSTON.

"BUY at home" is a slogan that is used by nearly all the department stores of various New England cities and towns in an appeal to their resident public. And yet when the "buyers buy," so some of the local managers of glass and crockery offices says they will forget the "home" phrase and go elsewhere. To quote a member on this subject: "It seems to be getting harder than ever to get a local buyer out to look at lines displayed in Boston branch warerooms, and I don't understand this lack of support, as Boston stocks are duplicates of what can be seen in New York or elsewhere. The nearness of location with consequent saving of time is another good reason for "buying at home." In fact, there are many "whys for buyers generously supporting the Boston trade." As a little evidence to reinforce his contention that Boston offices are not having sufficient patronage, he cited the withdrawal of the following concerns' offices: A. A. Vantine & Co., A. Radford Pottery Co., Bradley & Hubbard Mfg. Co., Seneca Glass Co. and the Imperial Glass Co.

It is with deep regret we chronicle the sad news of the demise of Mrs. H. B. Hollis, who passed away suddenly May 21 at her home in New York. The condolence of a sympathetic trade is tendered to Mr. Hollis to partly comfort him in this hour of great bereavement.

C. F. McGee is now buyer for W. G. Brown & Co. of Gloucester, Mass. He was formerly connected with the best department store in Gloversville, N. Y.

M. A. Lovell, traveling representative of the United States Glass Co. will leave in a few days for a round of the trade at the more important centers of Massachusetts. Murt S. Wallace, manager of the

Boston office, classifies trade as "steady" with a fairly even demand for the general products of this company.

S. M. Averille, lamp buyer for Jordan Marsh Co., was in New York last week, inspecting a great many different lines. Although his department is in temporary quarters, they are spacious, occupying a good portion of the fourth floor of their new building. This display, no doubt, is one of the biggest in New England.

John J. Reed, some few years ago china and glass buyer for the R. H. White Co. and later of China Hall, is now representing the Liberty Cut Glass Co., of Egg Harbor, N. J., in the New England field.

On June 23d will occur the wedding of Paul M. Phillips, to Miss Ethel T. Smith. The ceremony will be performed at Zanesville, Ohio, after which they will reside in Boston. Mr. Phillips needs no introduction, as he is the well-known New England representative of S. A. Weller's up-to-date lines of Art ware and vases. Mr. Phillips, accompanied by his brother, R. E. Phillips, is now in the west.

Mr. Richardson, buyer for Clark, Sawyer & Co., Worcester, Mass. made his customary trip to the Boston market this week and was seen glancing over the lines at the local sample rooms.

R. W. Muir, buyer for B. W. O'Neil & Co., bar supplies, is on a fishing trip in Maine. A party of friends are with him, as also is a rubber tape rule for measuring the length of fish; and soto voice, lots of bait.

Harry P. Hollender, crockery and glass buyer of the Henry Siegel Co. was chairman of the committee of their Shirt Waist Ball at Howe Hall last week.

Visitors were rather scarce last week, as follows: Arthur A. Bean representing the Laurel Cut Glass Co. of Jermyn, Pa.; Irving Cocine of John Wygand, New York and Mr. Scott of Bush & Co., New York.

OBITUARY.

WILLIAM S. CUTIERREZ, the well known salesman for James M. Shaw & Co., china dealers of New York, died May 31 of injuries sustained Monday when he was run down by an automobile. Mr. Gutierrez was seventy years old, and has been with the Shaw Co. for more than fifty years. He handled the hotel end of the business and was extremely popular among the local hotel buyers. He is survived by a wife and several children.

ESTABLISHED ONE HUNDRED YEARS.

THE old established house of Jones, McDuffee & Stratton Company one of the largest crockery, china and glass houses in the world founded in 1810, was accorded considerable publicity in an article commemorative of the event which appeared in Harper's Weekly recently. The article read in part as follows:

"There is no great house in Europe under one roof doing a wholesale and retail business in these products from the various countries in the world. The London houses, as well as those of the continental cities, sell mostly the products of their respective countries; but in Boston all foreign brands, as well as the best American wares, are to be found in one store.

The Jones, McDuffee & Stratton Company has steadily progressed, always meeting their promises and weathering all the financial panics successfully.

The business was established in 1810, in what was then Fish street, by the father of former Mayor Otis



JEROME JONES

Norcross. From 1826 to 1873—it was in South Market Street. When he became Mayor, Mr. Norcross retired, and Howland & Jones succeeded to the business. Mr. Howland died in 1871, and Jones, McDuffee & Stratton, since incorporated, succeeded to the business. From 1873 to 1906 they were on Federal street. In 1906 they moved into their present store on Franklin street, corner of Hawley. Their Farnsworth street storehouse at South Boston is on the New York, New Haven and Hartford Railroad.

Their trade extends to every State in the Union, and their buyers visit the potteries of England, France, Germany, Austria, China and Japan.

The concern is now managed and owned by six directors, five of whom have been together uninterruptedly for over forty years, and all, including

Theodore Jones, for twenty-five years. The directors are Jerome Jones, Louis P. McDuffee, Solomon P. Stratton, Franklin S. Williams, Frederick E. Proctor, Theodore Jones.

Jerome Jones came in as an apprentice in 1853, going through the various departments from errand boy up. For fifteen years, as foreign buyer, he visited the potteries and glasshouses of England, France, and Germany. He is still chairman of the board and takes deep interest in its progress. He has been president of the Board of Trade, New England Earthenware Association, the Commercial Club, and Boston Merchants' Association, and director in the Boston Transcript Company, trustee of Mt. Auburn Cemetery, and he is now chairman of the Committee on Maritime Affairs of the Boston Chamber of Commerce.

Mr. Jones has said, "My father, in his letter to me, often reminded me to be careful of three things—health, reputation, money, and in that order." Good advice.

Mr. Stratton, as foreign buyer for many years, has made trips around the world, including visits to the potteries of Japan and China, to procure the best at original sources. Theodore Jones is treasurer and the present foreign buyer, and came in as an apprentice in 1885 from the Massachusetts Institute of Technology.

While the business is largely wholesale, the firm has a large clientele all over the country for the richest china and glassware. Nothing is too good for them if it is a meritorious product.

Much decorating to order is done, and much of the china the firms sells is more valuable than it would be were it solid silver, owing to its artistic decoration."

WM. BERNARD IN BANKRUPTCY.

WM. BERNARD, who organized the corporation Wm. Bernard, Inc., dealers in hotel supplies at 42 W. Broadway, New York, filed a petition in bankruptcy June 1, with liabilities of \$16,231, and no assets. He owes \$3,050 to six lawyers for professional services. Among the creditors are Louis S. Barnard, \$4,700, judgment for money loaned; Simon Barnard, Boston, \$4,500, judgment for money loaned, and Frank & DeKeyser, New York, \$2,306, judgment and costs and \$1,500 fine. Mr. Bernard filed the petition to stop an examination in supplementary proceedings by Frank & De Keyser, and obtained an order from Judge Hazel restraining all proceedings for a year. He was formerly a partner of Frank & De Keyser and the \$1,500 fine mentioned above was imposed by Judge Hough in connection with a suit for infringement of a patent on a leather protective ring on match safes, etc., owned by Frank & DeKeyser.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 2, 1910.

COMPARE FOREIGN AND DOMESTIC COSTS.

INTERESTING comparative figures regarding the higher cost of labor in this country as compared with those abroad were given in the testimony of Moses Callear and John F. Pope, both engaged in the pottery industry in Trenton, N. J., before the Senate's special committee investigating the high cost of labor.

The testimony of Mr. Callear, a manufacturer of hotel china, included the statement that since 1898 the cost of labor has advanced about twelve and one-half per cent, and the cost of materials from two to five per cent. Although no figures were submitted, he states that the prices he charges for his wares since the year stated have been practically the same. Mr. Callear cited a case where a German, after an exhaustive examination of conditions in this country with the idea of establishing a pottery factory here, declared that he could make as much money in that industry in his own country in one year as he could make here in three.

In the pressing department he said he pays from 70 to 90 cents per dozen pieces, whereas in Germany they pay but 12 cents. In Germany the girls who do the placing are paid \$3 per week and the men \$5, whereas the men in the United States skilled under the piece payment system earn from \$20 to \$23 per week. The Germans pay their girls for dipping about \$3 per week, whereas in this country the men skilled in piece work earn about \$30 per week.

The witness acknowledged that in these instances

he had cited the wages of his men in his factory who are especially speedy at piece work. However he deplored the fact that in this country we cannot get the workmen to use the care that the workmen abroad do. He said that he learned his trade in England—and that over there the labor is from 50 to 200 per cent cheaper than in this country. Both the witnesses deplored the large importations of pottery. It was noticed that last year Japan sent us one-third as much pottery as did Germany.

The second witness, John F. Pope, of Trenton, N. J., said that if the tariff were taken off, and we had to contend with free competition with foreign countries, our factories would have to go out of business. Mr. Pope said that between 1900 and 1905 his selling price was the same or probably less at the end of the period. He quoted a sale in 1900 of toilet sets at \$3.25 with a discount of ten off, the same toilet set selling now for \$3.35, with a discount of 15 and 5 off. This would make the sale price slightly less. Both wages and prices, he said, have remained about the same.

He added to the information of the preceding witness as to wages by telling of conditions in the decorating department. He first described his apprenticeship in England, when his wage began at 50c per week and went to \$8 per week. This, however, was over thirty years ago. Taking his wage book from his pocket, he said he has a girl working for him in the decorating department in Trenton who received about \$1.25 per week in 1905. Now that she has become skilled and being paid by the piece she is making on an average over \$8 per week. The advance in wages is about 10 per cent.

PERSONAL.

IF you ever hear W. J. Hague at Bassett's called Doc., here is the reason. It may not generally be known that he was an instructor in physical culture until recently having worked in some of the most prominent gymnasiums in the city. One time a few years ago a young man was injured in practice and the doctor who was called in somehow did not seem to grasp the case so Hague jumped in and soon brought the man around all right. He was immediately dubbed Doctor and has carried the name ever since.



A. Paroutaud, who has made a short visit of about two weeks to this country, sailed for Europe on Saturday last.



Hugh C. Edmiston returned last Sunday from his extended trip abroad. The foreign atmosphere, accompanied by the return ocean voyage must have agreed with him famously, as he immediately started

cleaning up the accumulated business details at his office, in a manner both rapid and enthusiastic.



O. L. Sutherland, with Geo. F. Bassett & Co., is home for the season. He came back in time to enjoy the holiday.



W. R. Tebbutts, of the Crockery, Glass and Lamp Credit Association of East Liverpool, Ohio, made a short stay in New York this week.



Frank R. Martin, with the Cowell, Hubbard Co., Cleveland, returned from Europe on the Amerika last Saturday. He stopped in New York a short time before leaving for home.



Leonard Stock, with H. C. Kupper, came home from his Western trip last week with a broad smile which meant a lot. In answer to an inquiry as to business en route, he said, "Not so bad, you know."



Wm. D. Finke, the cut glass agent, has an interesting, albeit unremunerative, side line as captain in the Coast Artillery Corps, N. G., N. Y. Captain Finke goes to camp at Ft. Wright for ten days on June 10.



A. Gredelue is expected back in the city in about a week. He is sending in quite a number of fair sized orders.



E. D. Clarabut, of 150 Post street, San Francisco, has been appointed local agent for J. Morgan & Sons. He will also cover the surrounding territory.



The withdrawal of Leopold Lehman, from Lazarus, Rosenfeld & Lehman, announced in these columns May 12 was formally confirmed June 1. The firm continues as Lazarus & Rosenfeld.



At a meeting of the Association of Metal Lamp Manufacturers held last week Gilbert M. Smith was accorded the unusual honor of being elected president for the fourth consecutive time.



A. H. Ledden, the popular New York pottery agent, suffered the loss by death of his boy, aged one and a half years, May 27th.



Lazarus Kohn, of L. Straus & Sons, will be taken today to his summer home in Elberon, N. J. Just before he was taken ill, Mr. Kohn expressed a desire to be at his Elberon home, and his physicians and friends are of the opinion that upon regaining con-

sciousness there, the familiar surroundings will benefit his health. He will be taken on a special train, accompanied by a few intimate friends and doctors.



J. W. French, of John Davison's selling staff, returned Monday from a four months foraging expedition that took him as far as the Pacific coast.



Mr. and Mrs. Isaac Gimbel and their son, Bernhard F. Gimbel, who is to be associated with his father in the management of the Gimbel store in New York moved this week from the Bellevue-Stratford in Philadelphia to the Plaza hotel in this city.



J. E. Plummer, of the J. Pouyat Co., left Tuesday for a months trip through the West.



F. D. Farrell, of Blakeman & Henderson, is back from a short trip.



C. Rock, traveler for the Monongah Glass Co., ran into New York Wednesday to make a few calls on friends in the District.



M. Rich, of Rich & Fisher, this city, sails for England June 16.



The betrothal is announced of Louis Zises, of Zises & Son, Brooklyn, and Miss Sadie Schrank.



E. Rosenberg, of M. Seller & Co., Seattle, Wash., accompanied by his wife reached New York Saturday after several weeks abroad.



H. L. Bunker, salesman for the United States Glass Co., returned to the New York office Tuesday having spent two weeks at the Pittsburgh and Tiffin, O., factories.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G H Guest, with Jordon, March Co, hf, Boston, Mass. 31 Union Sq.

J W Kelly, with Gilchrist Co, c, Boston, Mass. 55 White.

F Le Pard, with Brown, Thomson & Co, s, Hartford, Conn. 2 Walker.

Miss N McDonald, with Stewart Dry Goods Co, s, Louisville, Ky. 214 Church,

Mr Brosseau with The Shartenberg & Robinson Co, New Haven, Conn.

S B Carson Morristown, N. J.

J Marshall, with F E Doolittle Co, hf, Elmira, N. Y Somerset.

C F Ursenbach, with M Rich & Bros Co, t, Atlanta, Ga. 40 W 22nd.
 Thos W Pinder, with Ogden, Howard Co, c, Wilmington, Del
 Tilden, Thurber Co, Providence, R. I.
 A A Sprague, with Howland Dry Goods Co, hf Bridgeport, Conn. 75 Spring.
 A T Rathbun, with John A Roberts & Co, hf, Utica, N Y. Herald Sq.
 H V Roberts, with John A Roberts & Co, t, Utica, N Y. Herald Sq.
 W J Haztell, with John A Roberts & Co, hf, Utica, N Y. Herald Sq.
 G B Brooks, with S F Isgard Co, hf, s, Elmira, N Y. Navarre.
 G C Bruorton, with Denholm & McKay Co, hg, s, g, c, Worcester, Mass. 2 Walker.
 A J Ferguson, Callender, McAuslan & Troup Co, hf, Providence, R I. 2 Walker.
 D J Owlser, with Callender, McAuslan & Troup Co, t, Providence, R I. 2 Walker.
 G W Hoagland, with Wise, Smith & Co, hf, c, Hartford, Conn. 45 Lispenard.
 O A Moore, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.
 Miss K E Heary, with Sisson Bros' Welden Co, c, g, Binghamton, N Y. Imperial.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 31, 1910.

ANTWERP

136 packages glassware B Gunthel
 39 " " Gr ham & Zenger
 44 " " Miscellaneous Orders
 134 " chinaware Theodore Haviland & Co
 17 " " Vogt & Dose
 36 " earthenware G F Bassett & Co
 10 " " Bawo & Dotter
 40 " " L D Bloch & Co
 7 " " Fensterer & Ruhe
 19 " " O Goetz
 24 " " Koscherak Bros
 3 " " J Wygand & Co
 27 " " Strobel & Wilken Co
 18 " " Miscellaneous Orders
 5 " toys F A O Schwartz
 38 " " B Illfelder & Co
 9 " " G W Travers
 82 " " Strobel & Wilken Co
 47 " " Miscellaneous Orders

BREMEN

11 packages glassware L Straus & Sons
 9 " " Samstag & Hilder Bros
 110 " " Miscellaneous Orders
 57 " earthenware Strobel & Wilken Co
 85 " " Geo Borgfeldt & Co
 85 " " L Straus & Sons
 31 " " A Steinhardt & Bro
 33 " " Karl Hutter
 95 " " Miscellaneous Orders
 73 " toys Geo Borgfeldt & Co
 3 " " Geo H Bowman Co
 6 " " C B Rouss
 5 " " G W Travers
 30 " " F W Woolworth
 133 " " Strobel & Wilken Co
 73 " " Miscellaneous Orders

GLASGOW

2 packages earthenware W S Pitcairn

HAMBURG

38 packages glassware Fensterer & Ruhe
 93 " " Eimer & Amend
 11 " " O Goetz
 4 " " Samstag & Hilder Bros
 6 " " Frank & DeKeyser
 75 " " L Straus & Sons
 6 " " Lazarus Rosenfeld & Lehman
 21 " " H Kupper
 41 " " Strobel & Wilken Co
 223 " " Miscellaneous Orders
 21 " chinaware Bawo & Dotter
 50 " " Reessler & Hasslacher Chem. Co
 31 " earthenware Geo Borgfeldt & Co
 3 " " F Bing & Co
 86 " " O Goetz
 33 " " Bawo & Dotter
 8 " " H Kupper
 4 " " Julius Palme
 8 " " Koscherak Bros
 29 " " J Wygand & Co
 6 " " C B Rouss
 3 " " N Wapler
 39 " " Strobel & Wilken Co
 148 " " Miscellaneous Orders
 145 " toys B Illfelder
 90 " " Geo Borgfeldt & Co
 110 " " Strobel & Wilken Co
 202 " " Miscellaneous Orders
 6 " harmonicas Strobel & Wilken Co

BORDEAUX

579 packages chinaware Haviland & Co
 31 " " J Pouyat Co
 39 " " Miscellaneous Orders

HAVRE

60 packages chinaware Wm Guerin & Co

LIVERPOOL

2 packages earthenware The Rowland & Marsellus Co
 8 " " Meakin & Ridgway
 12 " " E Bcote
 4 " " Ed Butler
 13 " " Miscellaneous Orders
 16 " toys Strobel & Wilken Co

LONDON

43 packages toys Strobel & Wilken Co

TRIESTE

2 packages glassware A L Crawford
 9 " " J Palme
 34 " " F W Woolworth & Co
 116 " " L Straus & Sons

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

50 packages earthenware Jones, McDuffee & Stratton Co
 60 " " Mitchell Woodbury & Co
 11 " " A W Chesterton
 1 " " American Express Co
 2 " " Miscellaneous Orders

GLASGOW

3 packages earthenware Miscellaneous Orders

HAMBURG

24 packages earthenware Jones, McDuffee & Stratton Co
 6 " " L E Knott Apparatus Co
 3 " " L Wolf & Co
 40 " " Geo Borgfeldt & Co
 12 " " Patterson Wyde & Co
 9 " " Bawo & Dotter
 16 " " American Express Co
 9 " " R F Downing & Co
 117 " " Natichal Despatch Co
 12 " " F W Woolworth
 7 " " Stone & Downer Co
 12 " " Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The demand for tumblers this season is said by some manufacturers to be somewhat better than during last year. As some of the buyers reported in the past, the market is more or less open, and prices are at variance. It does not appear that the tumbler manufacturers will work in harmony and by so doing protect the market, but that they are going out after all the business they can obtain. These words were uttered by a tumbler buyer. Every tumbler factory is showing a full file of orders. An Ohio factory manufacturing hotel tumblers is shipping orders booked months ago.

That the new Ripley Glass Co., will begin operations with a lot of business on hand is evidenced by the fact that orders are already being booked by this company. It is said the plant at Connellsville will be placed in operation not later than September. Specialties and a high grade of table ware will be made. Construction of furnaces and new buildings is being rushed as fast as weather will permit, but as there has been so much rain hereabouts during the past fortnight, a little outside work has been accomplished.

A night lamp, in mission effects, has just been shown by the United States Glass Co. This item is the same as the large hand lamp in shape. As the lamp season is now on in full blast, the new lines of this company are selling well.

News has been received in the district of the resignation of Joseph Voitle, as day manager of the factory department of the Fostoria Glass Co., at Moundsville. Failing health is assigned as the cause of the resignation. The company has not named a successor.

Samuel R. Frazier has succeeded D. H. Cushwa in the northwest territory for the United Glass Co. Henry Nickel has Mr. Frazier in the Western Pennsylvania, Ohio and West Virginia districts.

Glass salesmen who come to Pittsburgh report the sale of domestic glassware to the Horne Stores one of the best accounts to be had. One salesman

has said that in all the department stores in the country, the Horne stores in the sale of domestic glassware occupies first or second position.

T. R. Crock, of the Monongah Glass Co., sales force has returned to his office here after being ill for a week while in Clearfield, Pa.

A number of new office specialties in glass are now being shown by the McKee Glass Co. The most recent office appliance is an envelope and sponge moistener. The tray is about two inches in height, and this contains a ground glass cylinder which revolves in the reservoir of water as the flap of the envelope is drawn over it. New shapes in pen trays, ink stands and sponge holders are also being shown.

Manufacturers of lemonade and water sets are enjoying an exceedingly prosperous business this season, all factories making these lines being filled with business. The premium users are liberal buyers and the country store trade is sending a lot of business to the jobbers.



The Bonita Art Co., has been formed here by George E. House with a capital stock of \$50,000.

The company plans to decorate glass and china, and occupy the place of both manufacturers and distributors. Associated with Mr. House are Walker Allen, H. H. McLeod, E. R. Heaton, and Otto Jaeger. The company has just received its charter under West Virginia laws.

Mr. Jonas has been representing the Warwick Co., in the West, while his brother has been in the tea and coffee business.

Fred Sebring who has been president of the Limoges China Co., of Sebring, since that plant was started, will retire from the pottery trade to enter other business. Charles Albright, secretary of the Sebring Pottery Co., becomes president of the Limoges Co. Joseph Snediker, who has been in charge of the decorating department leaves the shop and will travel for the company. He is to be succeeded

by Harry Ware, for many years identified with the Wheeling Potteries Co., of Wheeling W. Va. Under the management of Mr. Sebring, the company has prospered. It is said the plant has not lost a kiln through a lack of orders since it was started.

J. C. Jonas, for a number of years a member of the official family of the Warwick China Co., of Wheeling and who has been manager of sales for the past three years has resigned, and with his brother, R. C. Jonas, will start in the commission business with offices in Terre Haute, Ind. They will represent the Warwick Co., in that territory, and besides will represent a number of other glass and domestic pottery lines.

The Hocking Glass Co., is showing **Lancaster, O.** a number of new shapes and decorations in berry bowls, the decorations being high colors, and the glass also being colored. The vase lines showing the raised grapes and flowers are having a good sale, both proving to be popular with retail buyers.

The American Glass Specialty Co., **Monaca, Pa.** has began the reconstruction of buildings which were burned several months ago. Much of the decorating has been transferred to the plant at Jeannette which the company purchased last year.

With four furnaces working continually and orders in every mail, indications are that the plant of the Rochester Tumbler Co., will be operated continuously throughout summer. New etched treatments will be shown the trade within a few weeks. Help is being added in the decorating department.

Several new cuttings in tumblers will be shown by the Rochester Cut Glass Co. this month.

The lamp and dome plant of the Philip Semmer Co., has been removed from Third avenue to Fourth and Penn avenues. Manufacturing is progressing on a larger scale.

Although it is somewhat early to talk of the next January exhibit, it is announced at the Ft. Pitt Hotel that six exhibitors who were here last season have confirmed their reservations for next season.

LOUIS H. BOWN IN AUTO ACCIDENT.

LOUIS H. BOWN, manager of the Buffalo Pottery, Buffalo, and his six-year-old daughter were struck by an automobile at Ebenezer, N. Y., May 26, but escaped serious injury.

Mr. Bown and his daughter were knocked down.

The child was unconscious for three hours, but, aside from some minor bruises, was not seriously hurt. Mr. Bown was slightly bruised. They boarded a train and went to their home in East Aurora. A letter to the JOURNAL from Mr. Bown dated Monday states that he and his daughter have fully recovered from the effects of the accident.

AT PITTSBURGH.

W. F. ELLISON, showing the lines of the Cook Pottery Co., Trenton, and the Pennsylvania China Co., of Ford City, Pa., will display these lines at the Ft. Pitt Hotel, starting July 11.

There has been a decided improvement in the condition of W. W. Lang, in charge of the local offices of Kinney & Levan. He is displaying a wonderful amount of vitality, and is to be found at his desk frequently. However, Mr. Lang admits that he is taking it a "little easier." The Pittsburgh sample room is doing a very good business, the imported stock patterns being very popular with the "country" trade.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 14, '10	Correspond- ing period 1909	Exports Jan. 1 to May 14, '10	Correspond ing period 1909
Boston	119	307	3096	2750
New York	98	240	3157	1844
Baltimore	34	520	6061	6540
Philadelphia	276	136	2223	2204
New Orleans	28	155	632	1320
Newport News . . . . .	....	62	55	557
San Francisco . . . . .	....	....	....	96
Portland (Me.) . . . . .	....	....	992	1871
Galveston . . . . .	....	42	322	393
Portland (Or.) . . . . .	....	55	....	95
Inland Points . . . . .	...	95	1053	467
Total	555	1612	17591	18137

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g May 14, '10	Correspond- ing period 1909	Exports Jan 1 to May 14, '10	Correspond ing period 1909
New York	98	240	2995	3533
Boston	119	307	2767	2568
Philadelphia	225	136	2096	2419
Baltimore	34	520	6118	6845
San Francisco . . . . .	....	....	....	96
New Orleans	28	155	311	1282
Portland (Me.) . . . . .	....	....	591	1943
Galveston . . . . .	....	42	283	376
Newport News . . . . .	....	62	55	557
Portland (Or.) . . . . .	....	55	....	55
Inland Points . . . . .	....	....	946	654
Total..	504	1612	16162	20328

Among the Potteries

East and West

East Liverpool and vicinity. Dinner ware that is being sold by manufacturers at and above list is having a good sale in the department stores, it being reported by one manufacturer that a 100-piece dinner set sold by him to a western house at \$9.50 is being retailed by that firm for \$25, it being easier to get that price than even \$18, according to the letter of the retailer. The highest priced lines of American dinnerware are in demand this season. It is also noticeable that the American manufacturers have made a decided improvement in their ware during the past few years. There has been a decided change in treatments, the conventional taking the place of the more elaborate floral treatments. Better prices are being obtained for high grade lines.

A plaque is being shown by the the Potters Co-Operative Co., that gives promise of having an exceptionally heavy sale this year. It is a 1911 calendar, with the twelve months shown in decal. The time in various large cities of the world when it is 12 o'clock noon, at Washington D. C., is showing in circles. Advance orders for this plaque indicate its popularity among the dealers.

Ten new border treatments in dinner ware from the Smith-Phillips China Co., on their new Princess shape will be out in July, and from four to six new treatments on the St. Regis shape. Retailers who bought the Princess shape when it was first offered have been re-ordering regularly. The fact that the shape is being offered in high class open stock treatments has much to do with its heavy sale.

An assortment of new shapes in salads and plaques by the Trenle China Co. will be ready in July. The new models for these are just being delivered. New treatments in dinner ware will also be ready in July. H. K. Connor who has been in the East has returned home. George Fowler, is also at the home office from a western trip.

The Potters' Co-Operative Co. is having an exceptionally good run on its new "Banquet" dinner shape, and the variety of decorations is constantly

being increased. The assortments of this concern are also having an increased sale, the "Golden West" being one of the greatest offerings it ever created.

Wedding chimes are scheduled to be particularly active in June when William Smith, Jr., son of W. L. Smith of the Taylor Smith & Taylor Pottery Co., of Chester, W. Va., and Miss Maude Barlow, daughter of Joseph Barlow, a stockholder in the Colonial Pottery Co. of East Liverpool, are married. Miss Barlow's father is also the city treasurer of East Liverpool.

On Decoration day, or night, when the plant of the Hall China Co., was closed some unknown person entered the pottery, slashed six engine belts, destroyed the slip sifter and scattered the tools over the floor. There was scarcely a piece of machinery in the clay department that was not damaged more or less. The entire manufacturing department had to remain idle for several days. It is said that some persons were seen loitering about the place earlier in the day and President Hall has a clue which he thinks will lead to arrests before the week ends.

At the last meeting of Local No. 45, **Trenton.** Sanitary Pressers, the resolution relating to better sanitation made its appearance and was referred to the proper committees. This matter has been of vital importance to the trade for several years and if favorably acted upon by the convention means the removal of one of the worst features of the potting industry, the dust nuisance, which is the direct cause of the high percentage of mortality among potters. It provides for the introduction of vacuum cleaners and the abolition of the hot air blowers, practically amounting to a revolution in working conditions.

John Claypool an operative employed at the Cook Pottery had two fingers of his right hand so badly mashed while at work last Thursday that it was found necessary to amputate them.

Governor Fort has appointed John A. Campbell to the board of trustees of the School of Industrial

Arts, to succeed Archibald M. Maddock, deceased. Mr. Campbell will shortly be elected to the presidency of the Board of the Trenton Free Public Library, to succeed F. W. Roebling, Sr., resigned. He was also recently appointed as a member of the Red Cross Fund, for New Jersey. Mr. Campbell is president of the Trenton Potteries Co. and of the Trenton Banking Co. He is an active and public spirited citizen.

* *

The tank committee also made its final recommendation, having reached a basis for charging by the cubic inch for all work in this line. In their report the committee paid a neat compliment to Vice President Frank Hutchins for the assistance which he rendered.

* *

Requests for sanitary pressers have been received here from Kokomo, Camden and Philadelphia and also requests for kiln-men from Buffalo. There are now a large number of potters from this city working in Buffalo.

* *

William L. Tickell, who travels through the East for the International Pottery Co., has returned home after a tour of eight weeks in that territory.

* *

Edward Ennis a well known potter died at his home here on Saturday night after an illness of long duration. His funeral took place on Tuesday.

* *

Stephen Cartledge has resigned his position with the Maddock Pottery Co., to accept one as setter—out at the Lenox Incorporated plant.

* *

Freeholder Augustus W. Combs, from the First Ward, sustained a compound fracture of the leg last Thursday afternoon, when an iron girder fell upon him while he was at work on the new addition which is being built to the Coalport plant of John Maddock & Sons.

* *

Thomas Nolan who was formerly employed by the New Jersey China Co., has severed his connections with that firm to accept a position with the Peerless Pottery Co., in Philadelphia.

* *

David Wiley and David Tunstall have resigned their positions with the Camden Pottery Co. to accept similar berths with the New Jersey China Co. of this city.

* *

John J. Burns an operative employed for a great many years at Greenwood Pottery died suddenly at his home here on Friday night from a hemorrhage. He had spent the evening at the home of a nephew and was apparently in his usual health but was stricken and died shortly after reaching his home. A widow and one daughter survive.

The Shenango China Co., is operating to capacity on vitreous hotel china. General Manager Whitaker has announced that some new treatments will be shown during June. The demand for this class of hotel ware has been steadily increasing since January, orders from jobbers being heavier by far than at any time during the past four years.

✕

When Henry Gumble and Louis L. Columbus, O. Curry offer the plant of the Bell Pottery Co., at receivers sale, the successful bidders will be required to deposit \$5,000 cash. The receiver was made permanent recently by Judge Dillion of Franklin County.

✕

A permit has been issued to the Baltimore, Md. Edwin Bennett Pottery Co., to build its new \$25,000 pottery, to replace the one destroyed by fire early in the year.

✕

E. Z. Chestnut has begun the manufacture of pottery at Mineral Hill, Eufaula, Ala. near here. Suitable clay is said to have been located near the plant. This is the only plant in the State.

✕

The La Belle pottery, which Wheeling, W. Va. was formerly a part of the Wheeling Potteries Co., will never be used for domestic pottery purposes again. Hereafter tile will be made there. The Wheeling Tile Co., has just been formed with a capital stock of \$100,000, of which \$500 has been subscribed and \$50 paid in. Many prominent business men are back of the new company. The other potteries formerly controlled by the Wheeling Potteries Co., either are manufacturing sanitary ware, or will be used for that purpose ere long.

✕

Frank A. Sebring, president of the Sebring, O. Sebring Pottery Co., has organized the F. A. Sebring Realty Co., of Sebring, with capital stock of \$10,000.

✕

Six stoneware potteries of the Robinson Akron, O. Clay Products Co., were closed recently by a strike. Jiggermen demanded an advance of 5 to 50 per cent in wages. It is reported that more than 200 workmen are idle.

* *

Square open handles are to be placed on all handled and cover dishes of the Marlow dinner shape of the Warner-Keffer China Co. Heretofore a knob

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

THE LAUGHLIN DECORATED CATALOG.

THE handsome catalog, showing in actual colors the most popular productions of this company in Decorated Table and Toilet Wares at prices ranging all the way from the cheapest to the best, is a real work of art, and is almost as useful as a line of samples.

It is more especially designed for the use of the jobber's salesman, and is so complete with essential information as to greatly simplify his work.

It will help you get new business at a satisfactory profit, and will be supplied upon request by

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.

handle has been used. The square handle makes a more attractive cover dish than the knob.

* *

Although the demand for high priced dinner sets—those selling for \$10 per pound is gradually increasing—the sales are not as large as the manufacturers expect to see this fall. Some treatments have been sold in this district for from double to three times the English list during the past spring.

* *

Five and ten cent store buyers of domestic pottery are demanding a better grade of orders. Plates and teas form the major portion of all orders from this source, but instead of buying plain white or gold stamped ware, a more costly treatment is demanded. Of course a higher price is paid for this ware, but the buyers declare the retail trade is demanding a better grade of goods.

* *

Among the buyers in the district last week were Charles Hermann, of The Bailey Co., Cleveland, O., M. Barron of the Cleveland China & Glassware Co. and Mr. Holmes of the J. G. McCrory interests, of New York.

* *

General Manager Clarence Bauman of the Globe Pottery Co., has returned from a brief business trip to Chicago.

* *

Fred Kline who represents the Warner-Keffer Co., in the east is due at the home office June 11.

* *

Experiments are to be made with the down draft glost kilns at Sebring ere long. These kilns have been tried in this district and have been found successful, both in fuel saving and time of firing.

TRADE-MARK "LIMOGES" RESTRICTED.

WE have received from the factory of Wm. Guerin & Co., at Limoges, a circular issued by the chamber of commerce of that city, relating to the exclusive right of Limoges patterns to the use of "Limoges" on china.

The following is a translation of the circular forwarded by the factory:

"Manufacturers at Limoges have for some time had cause to complain that china manufacturers whose products were foreign to Limoges and who had only salesrooms in our city, were stamping their products with the name of "Limoges" either alone or added to the name of the real place of manufacture, often situated far from Limoges. This being done in order to influence their customers and thereby benefit from the old and recognized reputation of Limoges products.

Such procedure is strictly forbidden by the law of August 4, 1824, which prohibits in a most absolute way under severe penalty, the use on manufactured articles of a name of a city other than the one where the goods are actually manufactured, whether that name is used alone or added to another.

The law on this point is explicit and binding. The manufacturers at Limoges have just obtained from the Tribunal of Commerce at Bourges a verdict which is decisive, although the manufacturer who was on trial endeavored to plead his ignorance of the law, and also promised not to make use of such stamp in the future. The judgment as rendered recognizes as an indisputable principle the right of the Limoges china manufacturers to the exclusive use of the name "Limoges." It forbids the party on trial to manufacture and sell goods stamped "Limoges," and to the Limoges manufacturers who instituted the suit, allows full damages.

The Chamber of Commerce in the name of the Limoges manufacturers makes the foregoing public, in order to avoid a repetition of acts which the manufacturers at Limoges are fully determined not to tolerate in the future.

The President of the Chamber of Commerce.
CHARLES LAMP."

RECIPE FOR SUCCESS.

KEEP your head cool—your feet warm—your mind busy. Don't worry over trifles. Plan your work ahead and then stick to it—rain or shine. Don't waste sympathy on yourself. If you are a gem, someone will find you.

Don't whine. Tell people you are a failure and they will believe you. Talk and act like a winner, and in time you will become one.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN wanted for July 1, 1910.—A live, energetic traveling salesman to represent first-class pottery making dinner and toilet ware and exclusive line of specialties. Apply in own handwriting, stating experience, age, references and territory traveled. Address Box 720, this office.

WANTED—Commission men to handle first-class line of dinner and toilet ware, and the best line of novelties in the United States. Apply in own handwriting, giving experience, references and territory desired. None but hustlers need apply. Address COMMISSION No. 12, this office.

WANTED—The services of a first-class cut glass salesman of experience. Apply by letter, giving references, to THE LIBBEY GLASS Co., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN EVERY LARGE CITY IN THE UNITED STATES IN WHICH I AM NOT ALREADY REPRESENTED. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

A VERY up-to-date wholesale and retail china, toys and house-furnishings store in Southern Pennsylvania. New fixtures; elegant location for variety store; \$16,000 stock and fixtures; unexpired lease of over four years. Address Box 721, this office.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

IMPORTED WILLOW BASKETS NOT "WOOD."

"FOR tariff purposes, willow is not wood" was the recent decision made by the board of United States general appraisers, regarding willow baskets imported by R. F. Downing & Co. The baskets were returned by the collector at 45 per cent as "manufactures of willow." The importers' contention, was that the baskets should be allowed to enter at 35 per cent.

BUSINESS BRIEFS.

C. R. Ford has opened a five and ten cent store at Melford, Mass.

* *

Loomis Brothers have started a general merchandise store at Little Rock, Pa.

* *

E. C. Stinson's crockery store at Dakota City, Neb. was recently destroyed by fire.

* *

The United Five and Ten Cent Store Co. has opened a branch at Newport News, Va.

* *

Joseph West has sold his five and ten cent store at Watertown, N. Y. to Charles W. Riley.

* *

The general store of Crass & Sons at Kenneldell, Pa. sustained a \$15,000 fire loss recently.

* *

Fred Dawson general manager of the local offices of the Ceramic Transfer Co., is suffering from a severe attack of grip and pneumonia.

* *

Phong, Fat & Co. New York are conducting a removal sale, preparatory to vacating their old stand at 6 West Twenty-second street.

* *

W. H. Gibbs, of the Hawley Cut Glass Co., recently arranged for advertising of bids for the erection of a cut glass factory at Stroudsburg, Pa.

* *

The Koppe Art Co., has opened a retail store at Greenfield, Mass. They will handle, among other things, an extensive line of brass novelties.

* *

The Mangum Cut Glass Co. of Hawley, Pa., will start operating its new factory as soon as the blanks, which have been delayed in transit, are received.

* *

The American Premium Co., of Cleveland O., with a capital stock of \$5,000 has been incorporated. C. J. Smith is at the head of the new corporation.

* *

American Porcelain Works, has been incorporated at Trenton, N. J. to manufacture glass, glassware, china, crockery, porcelain, etc.; capital \$125,000. In-

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The China known since 1840 as

Haviland China

is stamped under each piece :

Haviland
France

} in green underglaze.

The decorated China has an additional stamp

Haviland & Co
Limoges

} in red on the glaze.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER, MONTEREY.	W. T. Copeland & Son.
Flow Blue MEISSEN, Onion pattern	Ridgway s.
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
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LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
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The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE.
White and Gold Encrusted, the LORRAINE,	J. Pouyat
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH,	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

“Stock Patterns” which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON

JONES, McDUFFEE & STRATTON CO.'S

OPEN STOCK PATTERNS

are on display in my

PERMANENT NEW YORK SHOWROOM.

YOU can always be sure of obtaining prompt shipments of these goods, for they have more than one hundred and fifty LIVE STOCK PATTERNS, occupying more than nine thousand bins at their warehouse and storehouses, backed up by more than four thousand original crates, casks and cases of China, Crockery and Glass.

Their new storehouse is on a spur track of the New York, New Haven and Hartford R. R., connecting with the Cunard, Hoosac Tunnel and Mystic Wharfs and Docks.

Visiting buyers are invited to examine my new quarters and NEW PATTERNS.

JAMES P. GORDON

Room 23

25 WEST BROADWAY

NEW YORK

corporators, Noak W. Boch, John C. Rittenhouse, Frederick R. Brace, all Trenton, N. J.

* *

Isaac Harris, reported to be known throughout the country as the “pottery king,” opened a crockery store at 205 Market Street, Paterson, N. J. recently.

* *

Through the efforts of the Merchants and Manufacturer's Association of Baltimore, a Detroit concern is reported to be contemplating the erection of a cut glass factory at Baltimore.

* *

Judge Hazel has appointed James C. Sheldon, of 170 Broadway, receiver for Schiesinger, Engeling & Co. (corporation), jobbers in toys at 2558 Third avenue, and fixed his bond at \$10,000.

* *

The trustee in bankruptcy of the estate of Hamburger & Co., Fourth St., this city, will pay a dividend of one half of one per cent on June 10, to such creditors as have properly proven their claims. The payments will be made by Henry B. Singer 199 Broadway.



NEW YORK, JUNE 9, 1910.

THE CONDITION OF BUSINESS.

Every one seems to take for granted
New York the condition of business this week.

Nothing in the way of large orders was looked forward to, and therefore the quietness was not unexpected. The reports from the West and South continue to be hopeful. Many dealers in those sections have not stocked up yet. Mail orders show a slight advance over last week.

Foreign advices continue to indicate that the factories would appreciate a few more orders on the book. German and French factories seem to be about the busiest at this time, but it is generally understood that they are not doing what has been anticipated.

The cut glass situation remains practically unchanged. Hope for the final adjustment of the various strikes has been entertained for many weeks now, and the trouble does not seem to be any nearer settlement. Some few orders for domestic glass of the cheaper cuttings are recorded. Pressed ware has been rather active. Stemware sales are on the increase.

Retail trade this week was stimulated considerably by the cut glass sales intended for June weddings. An increase in business on dinner sets is also noted. Decorative pottery, especially vases and small ornamental pieces, is selling well. Ice water and lemonade sets, in pressed and cut glass, have been moving rapidly.

The gas and electric portable manufacturers are very optimistic. The lines are more extensive than ever. Good business is looked forward to on small table and desk lamps, as well as the smaller portables. Business has shown a tendency to improve during the past week.

There has been no increased demand for German dinnerware.

English earthenware and china are, as can be expected, dull at this time.

Lamp houses report a slight change for the better. While some houses have not experienced any improvement, a few are beginning to receive mail orders from the Southwest.

Orders received by the manufacturing potters during the past week represent conservative buying. A few potteries are running to the limit, but such business is generally of a special character. New business for dinnerware is not heavy.

There has been no decided change in
Trenton. business conditions during the past week, the manufacturers reporting only a fair amount of orders. A number of salesmen are home

from long trips and are now confining their calls to nearby places. While every plant continues to work, full handed it is expected that there will be a shut-down for at least two weeks the first of July.

Pittsburgh and Vicinity.

The demand for pressed and blown glassware this season is far in advance of that of previous seasons.

All factories are behind in their orders. General table lines are slow. Some bottle manufacturers have notified their representatives not to book any more business for shipment during the present fire. Collections are about normal. Cut glass opened this month strong.

MERCHANTS' RATES FOR JULY AND AUGUST.

MERCHANTS' rates to New York city from Central Passenger Association territory will be in effect on July 9-12 inclusive, July 23-26 inclusive, August 6-9 inclusive and August 20-23 inclusive, with the usual thirty-day return limit, having been authorized on the application of the Merchants' Association of New York. The special fare will be a rate and one-half for the round trip, granted under the certificate plan.

ONONDAGA GETS RAILROAD CONTRACT.

CONTRACTS have been let by the Western Pacific Railroad Co. to the Onondaga Pottery Co., for the complete equipment of its dining car and hotel department. The specifications call for high grade china and crockery, bearing the initials "W. P." worked together in a scroll, with bands and other decorations in gold.

The equipment is to be duplicated for the new marble restaurant in the Gould station, and at the company's restaurant in Oakland, Cal., and other places. An immense number of pieces, and an equally large appropriation is represented by the order.

A \$20,000,000 CORPORATION.

PAPERS were filed at Albany, June 4, for the incorporation of the May Department Stores Company, capitalized at \$20,000,000. The company will operate general department stores in Cleveland, St. Louis and Denver, and negotiations are under way for the inclusion of firms in several other cities. It is reported that the stock has been fully underwritten and that

application will be made to list it on the New York Stock Exchange. There will be \$15,000,000 preferred stock and \$5,000,000 common.

The directors include Frank Maguire, Samuel Schlam, Philip J. Dunn, C. D. Jorup, Marx Moses, Frank Maguire, Jr., Henry Newman, Simeon Platt, Oscar B. Van Sant, Emery H. Westlake, Henry Saxe, Martin Vogel and Edwin C. Vogel, all of New York. The company paid the State and organization tax of \$10,000.

AHRENFELDT SELLS GERMAN FACTORY.

THE announcement is made on our front cover that Chas. Ahrenfeldt has sold his German pottery, at Altrohlau, to Messrs. Bosshard & Co., who will conduct the business on the same lines as heretofore. The reputation of this ware is second to none, either in quality or decoration. Originality has always distinguished the ornamentation and the body and glaze is of the highest order. A cordial invitation is extended to European buyers to inspect the samples.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 21, '10	Correspond- ing period 1909	Exports Jan. 1 to May 21, '10	Correspond ing period 1909
Boston.....	...	142	3096	2892
New York.....	23	89	3180	1933
Baltimore.....	275	56	6336	6596
Philadelphia....	169	6	2392	2210
New Orleans....	...	37	632	1357
Newport News..	...	...	55	557
San Francisco ..	...	...	...	96
Portland (Me.)..	...	...	992	1871
Galveston.....	...	55	322	448
Portland (Or.)..	...	...	...	95
Inland Points ..	3	...	1056	467
Total	470	385	18061	18522

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g May 21, '10	Correspond- ing period 1909	Exports Jan 1 to May 21, '10	Correspond ing period 1909
New York.....	23	66	3018	3599
Boston.....	23	131	2790	2699
Philadelphia....	96	6	2192	2425
Baltimore.....	275	56	6393	6901
San Francisco ..	...	...	...	96
New Orleans....	...	37	311	1319
Portland (Me.)..	...	...	591	1943
Galveston.....	...	55	283	431
Newport News ..	...	...	55	557
Portland (Or.)..	...	...	...	55
Inland Points ..	3	...	949	654
Total..	420	351	16582	20679

The New York Crockery and Glass District.

Cox & Lafferty report that business is very satisfactory with them. Their sales this year are considerably ahead of previous records, and every week is showing an increase. Their various specials, they think, has greatly helped to increase the spring business. This week's attraction are very moderately priced dinner and tea sets.

Bawo & Dotter, Ltd., have leased a loft in Pittsburgh, on Liberty street, near Sixth avenue, where they will have a permanent exhibit of their wares. The growing demand of their trade required more room than could be obtained in a hotel and the increased space will enable them to show a much more comprehensive line.

A very representative showing of the new lamps and lighting glassware of the Consolidated Lamp and Glass Co. is on display at this time. Several distinctive innovations are observed in many styles of decorative glass, which met with success from the start. The self-extinguishing lamp, described some weeks ago, continues to add to its popularity. A large force of men are now employed at the factory on this item.

The light and deep rock crystal table glassware, etched and otherwise, shown by A. Gredelue can easily be ranked with the leading ware in the District. In stemware the showing is composed of beautifully designed goblets, tall champagnes, comports, etc. The combination designs of gold and enamel are believed by the firm to be the most artistic that can be found. The Baccarat, Rambervillers and Bèrtrichamps factories are well stocked with orders and are busily turning out the glassware on order.

By Monday, a distinct departure in dinnerware design, with white and gold decorations, will be placed on view at the Art China Import Co.'s warehouses. The dinner set is of "Palatin" china, with handles having a knotted ribbon effect. The handles are in gold, with a neat gold border encircling the

pieces. As an evidence of the popularity of "Palatin" china, it is interesting to note that Mrs. Russell Sage is now using a plain white dinner set in this ware. "One of the principal features that impresses me about 'Palatin china' writes a western customer to the Art China Import Co., is the excellent firing qualities it possesses." This is a sample of many unsolicited testimonials the company is constantly receiving. Encouraging reports are given by manager Freudenfels as regards business. Mail orders with the company continue to improve.

Some very catchy, well made brass novelties are on view at the Turner & Seymour headquarters and have been giving a good account of themselves. The 1910 line of gas and electric portables ranks with the leaders for solidity of construction and handsome appearance.

Cut glass of every description from W. H. Gibbs, of Hawley, Pa., and J. Halter & Co., of Brooklyn, is on view at Steward & Crocker's this week. Moderately-priced goods are featured. Many of the cuttings are offered at what seems like "bargain" prices. Buyers should put this firm on their itinerary when in the District.

Louis Wolf & Co. will move about the first of next year to larger and more commodious quarters in the American Woolen building, Eighteenth Street and Fourth Avenue.

The employes of Budde & Westermann, bar supplies, 50 Vesey St., hold their annual outing next Saturday at Grant City, Staten Island. Many other men in the District will attend and the start will be made from the store at 12:15 p. m.

A. P. Doctor, the New York agent for the Central Glass Works, has a strong display of the new 1910 designs in lead blown tumblers and stemware. The patterns are well-designed and very pleasing. His

company makes a speciality of hotel and bar glass and blown tableware that is above the average in quality. Mr. Doctor states that he has made some record sales, and is confident that he will continue to move the Central's goods even more rapidly than ever.

AT BOSTON.

WHOLESALE trade last week was dull with a volume that did not make any too good a showing. A five-day week in an off-season was the cause. Retail china and glassware, particularly cut glass, had a decided boom, due to the demand for June wedding presents. There were few visiting salesmen and buyers, but indications for next week point to a business that will more than off-set this. In fact, trade has been of this "spotty" character for some time, unusually high one week and low the next week.

One of the most extensive warerooms of highest grade lamps, china, bric-a-brac, vases and kindred lines can be seen within the huge establishment of Bigelow, Kennard & Co. The major part of this stock is imported and nothing but the best is on exhibition. J. H. Cecil Watson, manager of the art department, reports the usual bright business conditions that are enjoyed by houses that lead in their field.

The demise of John Patterson, who expired last week from heart disease at Troy, N. Y., was quite a shock to the local trade, as he was well known here.

Mr. Ellis, china and glass buyer for Almy, Bigelow and Washburn, Salem, was buying here last week. Mr. Ellis is one of the buyers who is always loyal to the Boston market. Two other buyers who visited Boston this week were Oscar Davis, with J. R. Libby, Portland, Me., and A. C. Hislop, with Porteous, Mitchell & Braun of the same city.

Ed. James, representing the Union Glass Co., Somerville, Mass., leaves shortly on a trip through Western Massachusetts and Connecticut.

Mrs. Charles Pearson is now buying the cut and blown glass for George E. Homer's china and glass retail store, succeeding Miss Redlon who retires from business.

J. J. Curry, china and glass buyer for Houghton & Dutton, left last Friday for New York.

"May was the largest month in the history of our china and glass department," says James J. Hanning, the glass buyer for Jordan Marsh & Co. "While May is a poor month, generally speaking, we transacted a big volume, and with the brisk condition

of business witnessed in June, we ought to make another record this month," he added.

Alonson Bigelow, Jr., of Bigelow, Kennard & Co., has arrived home from Europe, where he has been buying goods for the fall trade.

William Swain, with George W. Beals, New England agent for Goodwin & Kintz Co.'s lamps, is now serving on a jury.

Charles H. Woodbury, of Mitchell, Woodbury & Co., who sailed for England on the Lusitania arrived safely. He will return the latter part of June.

J. J. Dunn, road ambassador for the Pittsburgh, Lamp, Brass and Glass Co., is now covering Maine. He expects to visit New Hampshire and Vermont before returning.

Eddie Hamblin, the R. H. White Co. cut glass buyer, made a coup recently by purchasing a batch of import samples of English glassware, which he is selling at retail considerably under regular wholesale prices.

D. J. Mahoney, associated with Henry T. Edwards, of the Fostoria Glass Co., is spending some of his time in court lately, as he is the plaintiff in a suit against the Boston Elevated Railway, for injuries sustained by his wife four years ago.

George A. Granville, too well known to need a title, has been booking some good big orders lately for glass and china. George certainly knows how to do it.

H. J. Smith, representing Cox & Lafferty, of New York, in this territory has left for the home office. Next week he will make a trip through New Jersey. Mr. Smith stated that his last New England trip was very gratifying.

J. W. Power, Boston envoy for the Buffalo Cut Glass Co., has added to his representation a line of beautiful imitation amphora vases. "Very good" is the summary of cut glass trade with Mr. Power.

T. E. Stutson, of Louis Wolf & Co., states there has been great activity in toys, of which his company has one of the best lines in the country.

MAHLER BROS. TO ADD MORE CHINA.

MAHLER BROS., New York, are preparing to enlarge their china, glass and housefurnishing departments so as to be ready about August. Arthur J. Pollatschek is the buyer for the three departments. The old stock is being disposed of to small dealers.



An Artistic Vase.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

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TEL. 6724 CORT.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 9, 1910.

THE STEP UPWARD.

THE clerk is in a direct line to become a salesman. It's the next job above him. He has an option on it. It is merely a matter of "getting busy" with his mind and learning all that can be learned about the merchandise to be sold. The proper way to do this is not by "cramming" for a week or so and then "bluffing it out," but by careful and thorough study of everything to be learned in his line. A complete understanding of technical terms is necessary, and, what is the most important, an honest interest in his line of business, whether it is crockery or ploughing.

AT QUITTING TIME.

THE art of leaving the office before the last vibration of the closing gong melts into ethereal nothingness is an important detail to be mastered by the young man who intends undertaking clerkship as a pastime. The most scientific in this art are the ones who can convey an idea of reluctance on leaving the desk while at the same time making a record-breaking getaway. Some daring Knights of Repose have gone to extremes in their efforts to achieve distinction in this direction, adopting such methods as setting the clock forward and receiving death calls from healthy grandmas; but the more up-to-date and modern disciples have discarded these dangerous and obsolete procedures. A grandmother can die but once, anyway, if the boss is on the job.

A good practice is to try, when home, and see how quick you can throw off the office coat and don the street one. Firing bulky objects at a given point will improve the aim and assist in throwing the ledger in its proper place in the safe. Three weeks or so should begin to show a considerable improvement, and those desiring post-graduate courses should unhesitatingly approach the boss and solicit an increase in the weekly stipend. They will then have ample spare time to become more proficient in the art, as the firm will invariably grant an unlimited vacation—without pay.

PERSONAL.

AFTER a trip which extended to the Pacific Coast and which lasted nearly three months one would naturally suppose that "Jack" French would take it easy for a while. But no. He went right to work to rearrange the samples in John Davison's warerooms the day he came home and did carpenter work, painting and upholstering for he is a handy man at mechanics as well as a "Crack a-jack" salesman. The warerooms looked very handsome when he started in. But a change is good now and then and the store now looks better than ever.



It has been known since last February that John Nixon, with the Fostoria Glass Co., was going to make a trip to Europe. The date is now set for July 2d on the steamer "Arabic." It is his first trip abroad in seventeen years. He will go first to the potteries and then do a little visiting of relatives and some sight-seeing. Mrs. Nixon goes with him. Her first trip abroad. He will come home in the early fall.



Harry S. Clarke, with Robt. Slimmon & Co., is visiting Philadelphia, Baltimore and Washington this week. This trip will end his season and then he will go fishing.



H. R. Shirley, who made his maiden trip to the Pacific Coast for Maddock & Miller, came in last week. After a day or two in New York he went to Honesdale, Pa., to rejoin his family whom he had not seen for more than three months. He did a good business considering conditions and the fact that he had new lines. Many travelers did not do as well as he.



The many friends of Lazarus Kohns will be glad to know that he stood the journey to his seaside home at Elberon very well and at this writing is resting as comfortably as can be expected. Mr. Kohns, who is in his eighty-fifth year was taken sick with congestion

of the lungs on May 18th. At one time it was feared that he could not live, but with wonderful vitality he recovered sufficiently to be taken to the seaside where he expressed a wish to go. The Central Railroad of New Jersey provided a private car and did all that was possible to make the trip easy for him.



Lindsley Haviland, of Haviland & Abbot, is home from a trip which took him as far West as Omaha, Neb. He found good business in some places, in others trade was quiet.



J. H. Cecil Watson, with Bigelow, Kennard & Co., Boston, was in New York on Monday. He is an enthusiast on fine china and an all round good fellow. His visits to this city are always welcome.



C. F. McGee is the new buyer for W. C. Brown & Co., of Gloucester, Mass.



John J. Reed is now propounding the merits of the Liberty Cut Glass Co.'s product in New England territory. He was formerly connected with the Hall China Co.



J. T. Jones, with the Warwick China Co., will shortly establish an agency at Terre Haute, Ind., for this company's product. He will be assisted by his brother, covering Indiana and Illinois, with the exception of Chicago.



"Barney" Flannery, of the R. C. Heather Co., is constantly observed on the firing line. For an indefatigable plugger he ranks with the foremost.



Monroe Patterson is the new manager of the Wellsville China Co., of Trenton, N. J.



Herman C. Kupper sailed for Europe Thursday.



Joseph Voitle, for many years manager of the Moundsville, W. Va., factory of the Fostoria Glass Co., resigned June 1, on account of indifferent health.



W. C. Anderson, president of the American Cut Glass Co., has purchased a new home in Lansing, Mich., which he expects to occupy about July 1.



George Truog is the new manager of the Maryland Etching Works, of Cumberland, Md., which will shortly resume operations after a year of idleness.



Senator Nathan B. Scott, president of the Central Glass Works, Wheeling, W. Va., carried every county in the State but one at the recent primaries, held to determine nominations for the coming election. The

re-election of Senator Scott thus appears to be assured.



Fred Kline, of the Warner-Keffer China Co., was the guest of A. G. Menzies the New York agent, for a few days last week.



Fred'k Skelton, New York agent for the Jefferson Glass Co., left for a week's visit to the factory at Fallonsbee, W. Va., Sunday.



Geo. Hamilton, of Furnivals, Ltd., returned to New York Sunday after several weeks in the big cities of the middle West. He reports that retail business is no better in the West than in the East.



A. Gredelue arrived in town today after a very successful selling trip which carried him through the South.



W. E. Murphy, the popular salesman of J. Morgan & Sons, is to be married July 3 to Miss Catherine Helwig. The ceremony will take place in Brooklyn where both of the young people reside.



W. H. DuBois, of St. Augustine, made one of his characteristic flying trips in and out of New York early this week.



Alfred B. Evans, the well known Meakin & Ridgeway salesman, arrived back to New York last Monday, after a recording-breaking trip. Mr. Evans is particularly optimistic regarding business, and during his three months trip has met a great many salesmen who were doing a good business.



Max Strensch, of Koscherak Bros., returned from his New England trip last week and left again Monday for a trip to Pittsburgh via Baltimore and Washington. The firm reports that he is doing surprisingly well.



Miss Ida Schaefer, formerly chief stenographer of the Central Glass Works, Wheeling, W. Va., resigned her position to enter into wedlock with W. F. Barrells.

HONESDALE FACTORY RESUMES.

THE Irving Cut Glass Co., Honesdale, Pa., has advised its New York representative under date of June 4 that a settlement had been reached with the striking glass cutters and that hereafter the factory would be Union.

This is the first Honesdale factory that has reported a settlement in the strike which was instituted several weeks ago.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F W Gremmels, with Emery, Bird Thayer Dry Goods Co, Kansas City, Mo. 396 Broadway.

G Louis, with Woodward & Lothrop, t, Washington, D C. 438 Broadway.

Mrs J C Nourse, with Woodward & Lothrop, s, Washington, D C. 438 Broadway.

W D Meyers, of Meyers Co, hf, Greensboro, N C. 45 East Seventeenth.

W A Brust, with J N Adam & Co, c, Buffalo, N Y. 214 Church.

M Morehouse, of Howland, Morehouse & Martens, Columbus, O.

C Widdefield, with C M Guggenheim, hf, Lynchburg, Va. 43 Leonard.

R H Gale, with W Taylor Son & Co, hf, Cleveland, Ohio. 51 Leonard.

D B Cavanaugh, with G B Peck Dry Goods Co, s, Kansas City, Mo. 2 Walker.

C Smith, with Reid & Hughes Co, t, Norwich, Conn. 75 Spring.

A K Burnham, with Reid & Hughes Co, t, Norwich, Conn. 75 Spring.

J W Gavett, Plainfield, N J.

J H Cecil Watson, Bigelow, Kennard & Co, Boston.

W Ledger, with Brown, Thomson & Co, hf, t, Hartford, Conn. 2 Walker.

Miss M Lensenhuber, with J N Adam & Co, s, Buffalo, N Y. 214 Church.

SANITARY ENAMELLED WARE COMBINE.

A \$100,000,000 combination composed of bath tub manufacturers is being formed, which, if perfected, is expected to raise the price of all varieties of sanitary devices.

Sixteen companies are involved in the deal. They manufacture not only tubs, but almost every other kind of sanitary enamelled device. The corporations in the combination control 95 per cent of the total output.

Of the eighty-four dealers in sanitary enamelled ware in New York City, thirty-two have been invited to join the new company. The other fifty-two, as one of them put it, are to be frozen out. But, although the favored jobbers are somewhat in the minority, many of them handle such a great amount of business that they control 85 per cent of the sanitary enamelled ware sales here.

The sixteen companies named in the concern are as follows.

The Barnes Manufacturing Company, Mansfield, O.; The Cahill Iron Works, Chattanooga, Tenn.; Colwell Lead Company, New York; The Day-Ward Company, Warren, O.; The Humphreys Manufacturing Company, Mansfield, Ohio; Kerner Manufacturing Company, Pittsburgh, Pa.; The J. L. Mott Iron

Works, New York; McVay & Walker, Braddock, Pa.; The McCrum-Howell Company, New York; The National Sanitary Manufacturing Company, Pittsburgh, Pa.; Union Sanitary Manufacturing Company, Noblesville, Ind.; United States Sanitary Manufacturing Company, Pittsburgh, Pa.; L. Wolff Manufacturing Company, Chicago, Ill.; A. Weiskittel & Son Co., Baltimore, Md.; Wheeling Enamelled Iron Company, Wheeling, W. Va.

E. L. Wayman, of Pittsburgh, is named as the "licensor" of the three patents used by the manufacturers. All goods made by the combinations are to be stamped "Licensed Ware."

BARNETT BROS. SELL OUT.

IT is reported on good authority that Price & Rosenbaum, Brooklyn, the accredited owners of Rothenberg & Co., New York, have purchased the entire business of Barnett Bros., Columbus avenue, and Seventy-fourth street. Wm. McClelland, china buyer for the two first named stores will also buy for the newly-acquired Barnett store, and is now looking over the stock.

EXPRESS RATES.

THE Merchants' Association has been making some investigations about express rates, with a result that shows some interesting figures. The following table gives some of them:

FOR PACKAGES WEIGHING 100 POUNDS, FROM NEW YORK.

	Total Charge.	Railroad Gets for Transportation.	Express Company Gets for Collection and Delivery.
To Yonkers	\$.50	\$0.2385	\$0.2615
" Albany .....	.60	0.2862	0.3138
" Utica	1.00	0.4770	0.5230
" Buffalo	1.25	0.5963	0.6537
" Cleveland	1.75	0.8348	0.9152
" Fort Wayne	2.25	1.0933	1.1567
" Danville, Ills	2.75	1.3118	1.4382
" Jacksonville, Ills	3.25	1.5503	1.6997
" Galesburg, Ills	3.50	1.6695	1.8305
" Quincy, Ills	3.75	1.7888	1.9612
" St. Joseph, Mo	4.50	2.1465	2.3535
" Lincoln, Neb	5.00	2.3850	2.6150
" Denver, Colo	8.50	4.0545	4.4455
" Salt Lake City, Utah	10.50	5.0085	5.4915
" Sacramento, Cal	14.50	6.9165	7.5835
" San Francisco, Cal	14.50	6.9165	7.5835

ONE of the elements of success is to know one's business a little better than one's competitors do. One of the causes of failure is to think that one knows it better than one's competitors when that is actually not the case.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

With the end of the present fire in sight, glass manufacturers are crowded with business for blown and pressed tumbler business. Many orders are from three to nine weeks back in shipment. There appears to be no slackening in this class of business. Soda fountain lines are having an excellent sale, wholesale druggists who are jobbing these lines are continually sending in repeat orders. In the general table lines, there is not much moving, although the specialties in these lines are moving nicely.

Reports of the imports of glassware to the United States for the month of April, which were just received in the Pittsburgh district created more comment than the reports for March. The value of imported glassware for April was \$270,596. In 1909 for the same month it was \$241,072, or an increase for 1910 over 1909 of \$29,524. For ten months ending April 30 the value of the imported glassware, was \$2,952,304. In 1909 for ten months it was \$2,186,266, or an increase in favor of the ten months of 1910 of \$766,038. The imports for the ten months of 1908 was just \$34,621 less than for the ten months of 1910. These imports consist of cut glass, cut glass blanks, tumblers and pressed ware, all lines of which are being manufactured in the United States. The exports of these same lines for April, 1910, amounted to \$228,216. For ten months in 1910 the exports totaled \$2,246,535, and for the same time in 1909 the value was \$1,682,165. For 1908 the record for the same time was \$2,037,391.

Charles Regnier and Nicholas Frans, jobbers of Frankfort, A. M. Germany, and representatives of the United States Glass Co., in that district of Germany, were entertained at the offices of the company last week.

It was currently reported in the district during the past week that some of the manufacturers of cut glass blanks have been considering the advisability of refusing to sell blanks to factories which have been slashing prices. It is reported that eight-inch bowls

can be purchased from some factories at the buyers prices, there being no established lists.

It is currently reported that several glass manufacturers in this district will show new lines of table ware late in July, which is a departure from the practice followed for years when only new lines of table ware have been shown annually in December or January.

Shipments of jelly tumblers this season are slower than ever as the factories have so much business on these lines that it is impossible to produce the goods fast enough.

Orders for souvenir glassware continues at its height. The items that sell for ten cents each are running the strongest. Specialties, such as decorated hatchets, slippers and trays, are lively sellers, while the tray and mug lines have the second call. All of the glass decorating plants in this territory have a good volume of orders ahead.

The Eagle Glass and Manufacturing Co., of Wellsburg, is working on a new decorated line of inverted shades which will be ready for the trade at an early date.

Lighting glassware manufacturers were well represented at the meeting of the manufacturers of gas and electric fixtures, which was held at Detroit, Monday. This organization was formed at Atlantic City, August 28, 1909. It is claimed that there are so many evils existing in this trade now, that they can only be corrected through a national organization.

An oval bulge globe for shower fixtures is a recent creation of the Phoenix Glass Co. The firm is having a good run on all its lines. These shades are being shown in the decorated and cut treatments.

The Imperial Glass Co., will soon have a number of new specialties ready for the trade.

Of all the lines of lamps the United States Glass Co., ever created, the six lines being shown this sea-

son are far the best, judging from the volume of business the company is booking. The colored illustrations the catalogue department is sending out aided by the advertising, have been a business producing proposition. The Jumbo lamp, the shape of the chimney being carried out from the lines of the lamp itself, has been a most remarkable seller. W. J. Dillon, who has been representing the company in the Southwest, has returned to the home office until August. W. I. Campbell who was showing the States' line of lamps in the same territory is also home. W. F. Jones has returned from the Middle West.



Trade conditions with the Millersburg Glass Co. were never better than now. The several lines of Radium glassware have had a most remarkable sale, and because additions are always being made to these lines, increased orders have resulted. Berry sets have had a very large sale, and the department store and five- and ten-cent trade have sent in liberal business.



Lemonade and water sets shown by Indiana, Pa. the Dugan Glass Co., have proved to be more attractive to buyers this season than heretofore. The floral decorations are very neat, while the new shapes are entirely new.

THERMOS BOTTLES ARE BLOWN GLASSWARE.

IN overruling a protest filed by the Janos Vacuum Bottle Co. the Board of United States General Appraisers decided June 3 that articles of blown glass is an unfinished condition intended for use in the manufacture of thermos bottles are not dutiable as manufactures of glass or in part of metal under paragraphs 109 or 199 of the act of 1909, nor as bottles under paragraph 97, but are dutiable at the rate of 60 per cent under paragraph 99 as articles composed wholly or in chief value of glass blown.

General Appraiser Sharretts, in his decision for the board, says that the goods in question are not finished articles, and are in the nature of materials intended by a further process of manufacture to be made into double-walled bottles.

"They have, however, undergone a considerable process of manufacture to be made into double-walled bottles," says the decision, "and are articles composed wholly or in chief value of blown glass. It is doubtful if they would have been dutiable under Paragraph 100 of the Tariff act of 1897 as 'blown glassware,' but the language of the present act with regard to blown glass articles is unrestricted and includes 'all articles of every description composed wholly or in chief value

of glass blown.' We accordingly hold the goods in question were properly assessed under Paragraph 98 of the present act and affirm the Collector's decision, the protest being overruled."

AT PITTSBURGH.

THE exhibition of china, toys, novelties and art goods which is to be opened in the Banquet room of the Colonial-Annex Hotel July 1, will be the largest of its character arranged for this district. The firms that have combined for this second annual affair and the representatives to be in charge are: William Grieser, with Macey & Co.; Samuel Abrams, with Lazarus & Rosenfeld, and C. Spier, with S. Langsdorf & Co. The exhibition will last probably four weeks or more.

W. W. Lang, in charge of the Pittsburgh offices of Kinney & Levan, has left for a three weeks auto tour, during which time business will be combined with pleasure. He was accompanied by Mrs. Lang.



Among those booked for early displays at the Colonial-Annex are Charles Ellis, with George Bowman & Co., Cleveland, who opens June 28. B. C. Miller, T. T. Fryer and Charles T. Woolley will occupy parlors A, B, C and D, from July 4. H. H. Thomas opens July 11.



Sibley, Lindsay & Curr will occupy the entire large banquet room at the Monongahela House this season, and it is agreed that the exhibit will be the most extensive this house ever made in Pittsburgh. It will be in charge of Mr. Harkness.

POTTERS NEED TRAFFIC MANAGER.

CHARLES HOWELL COOK, president of the Cook Pottery Co., of Trenton, N. J., is of the opinion that the local manufacturers should get together and employ a freight routing expert, whose duty it would be to see that shippers from that city had their goods billed over the most advantageous routes. In the opinion of Mr. Cook this would result in saving thousands of dollars in the course of a year as well as eliminating numerous delays in shipments.

Railroad officials who have had the matter directed to their attention by Mr. Cook have expressed a willingness to co-operate to the utmost with manufacturing potters and others who may start such a movement. It is not alleged that the railroad companies are knowingly discriminating against the Trenton manufacturers, but it is merely a question of having some one on the job who can point out the right way.

Among the Potteries

East and West

East Liverpool and vicinity. The appearance before the Senate Committee, investigating the high cost of living, of John F. Pope and Moses Callear, both of Trenton, and manufacturing potters, was looked upon with interest by the western pottery manufacturers. The conditions in the pottery trade, as expressed by these gentlemen before the committee are quite true, in so far as the western portion of the trade is considered. There has been no advance, so to speak, in the cost of the cheaper grades of domestic pottery during the past few years, but the manufactures have been compelled to pay more for raw materials and in many instances more for labor. There are some pottery manufacturers in the west who have advanced the quality of their goods, and consequently are getting higher prices.

H. A. McNicol, president of the United States Pottery Association and also of the Potters Co-Operative Co., has started on a western trip accompanied by his son Harry. The trip is one of business and pleasure combined.

Fourteen new treatments will be shown by the Smith-Phillips China Co. on its new Princess dinner shape July 1. None of the former patterns on the Princess will be withdrawn, it being the intention of the firm to enlarge the scope of selections for the benefit of the buyer. Business with this firm is of such a character that the pottery will be run full throughout the summer. Plain print and gold line around the edge is the most recent treatment. The prints can be had in four predominating colors.

W. J. Owen, eastern salesman for the Hall China Co., has been spending a few days at the home office. He has been favored with some excellent business.

Many "dead" decal patterns, that some of the manufacturers have been showing during the past year or six months, will be eliminated in July. There is a tendency on the part of the trade to keep no decals in stock that are not active. Thousands of dollars worth of decals have been tied up from time to

time from which the manufacturers have been receiving no return. Hence their intention to clean up.

A Colonial dinner shape will be ready for the trade during July, which will be the most recent creation of the McNicol-Smith Pottery Co. "The new shape will be distinctly colonial in every particular," declares General Manager Albert Corns. The modeling is being done by Gotham & Lockett. Treatments are being selected, and these will be the latest that decorators have to offer.

Decorated roll edge hotel ware is being made a specialty by the Colonial Pottery Co. Seven treatments are now being shown. This is the first time this firm has entered the decorated hotel ware business. Color bands and borders predominate, although some good initial treatments are being shown.

The Knowles, Taylor & Knowles Co. are having an exceptional heavy business on their Lotus dinner shape which was brought out in January. A lot of new treatments will be shown on this shape in July. The factory was never so busy in years as it has been this year.

Some handsome new treatments are being shown on the plaque lines of the Cartwright Bros. Pottery Co. Most of the treatments are exclusive. The general offices have recently been renovated.

Miss Beulah Smith, in charge of the credit and collection department of the National China Co., sailed from New York during the last week with a party of friends for a trip through Europe.

Scouring and sipping machines are to be installed in all the potteries at Sebring, two being ordered for the plant of the French China Co.

Fred Kline, eastern representative of the Warner-Keffer China Co., returned home this week to arrange his lines for his mid-summer trip. Many new decorations will be shown on the Marlow dinner shape of

this factory, and with square handles on all covered dishes instead of a knob, the entire line will show a marked improvement. * *

W. C. Lynch and W. J. Jackson, salesmen for the Taylor, Smith & Taylor Pottery Co., have returned home from their eastern and western trips. Both men report a decided improvement in the condition of trade in their respective territories. * *

The entire crown of one of the kilns of the William Brunt pottery was blown off in an explosion which occurred June 4th. Several of the men working in the vicinity were thrown to the ground and about three thousand bricks were hurled about. ✕

Potters throughout the country are interested in the various resolutions and communications from the different local unions which are now being exchanged preparatory to the annual convention in Atlantic City next month. These range from shop conditions and the scale of prices, to changes in the constitution, and are of particular interest to every branch of the trade. Several locals are asking for an increase in wages.

One of the most important communications received here in recent years is that from Local Union, No. 9, of East Liverpool, asking that delegates be instructed to vote for former Mayor Gilbert of that city for national president against T. J. Duffy, the present incumbent. This proposition has come as a great surprise to every operative in this city, as President Duffy has had little or no opposition for years. In fact, there has been practically no opposition in any of the offices of the National Brotherhood until last year, when Reuben McDevitt, of this city, received thirty votes for national first vice-president against Police Commissioner Frank H. Hutchins also of Trenton. These votes were practically all from the eastern representatives.

Another national office now vacant is that of third vice-president which has been held by Thomas J. Humphrey, who was recently made a bench boss at Maddock's Pottery here. Under normal conditions, this office which is generally given to an eastern man would go to George M. Martin, the fifth vice-president, and secretary of Local, No. 45, which is one of the strongest branches in the country. * *

Upon returning from Avon-by-the-Sea, where they have a summer home, Mr. and Mrs. Robert K. Bowman discovered last Thursday that their home in this city had been ransacked by burglars. The loss will probably not exceed \$150. * *

Herman C. Mueller, president of the Mueller Mosaic Co., of this city, has modeled from life a heroic

bust of Henry C. Kelsey, former State secretary, who is having the Kelsey Memorial Art School built here. The bust was publicly exhibited at the graduation exercises at the School of Industrial Arts, last Saturday. It will be placed permanently in the new Art School, of which Mr. Mueller is a member of the board of trustees. Desiring to emphasize his appreciation of Mr. Kelsey's generosity in endowing the school he made the bust gratuitously and presented it to the school's trustees. It will be cast in bronze. * *

After a two years tour around the world Mr. and Mrs. P. J. Madden have reached this city and are again located at the Hotel Windsor. Mr. Madden has large interests here in the sanitary line. He has sold Trenton made goods in nearly every country, and is again preparing to start out on another long trip. He is connected with James B. Clowe & Co., of Chicago, large buyers and distributors of the products of the local potteries. * *

Commencement exercises were conducted for the last time in the Trenton School of Industrial Arts on Saturday night. President Alexander C. Humphreys, of Stevens Institute of Technology, addressed the graduating class. The 455 students enrolled during the past year was the greatest number for one year in the history of the school. ✕

Underglaze decorations on vitreous hotel china, which is being featured by the Mayer Bros. Pottery Co., is having a most remarkable sale. This ware is being placed in some of the largest hotels of the country, and jobbers write that it is the best vitreous hotel line on the market. ✕

With a capital stock of \$50,000 the Zanesville, O. Nelson McCoy Sanitary and Stoneware Co., has been formed here, and a new pottery will be built in the vicinity of Roseville. J. N. Owens, president of the First National Bank of Roseville, is largely interested in the new company, and construction of the new plant will commence at an early date. ✕

Two new kilns will be built at East Palestine, O. the former Continental Pottery, which is owned by Will S. George, construction being planned at an early date. One glost and one bisque kiln will be added. With these kilns completed, the two potteries here will have a capacity of fourteen kilns. Both plants are under the management of Mr. George.

DOMESTIC COSTS AND PROFITS.

JUNE 6, 1910.

Editor CROCKERY AND GLASS JOURNAL.

I read with interest the testimony of Messrs Callear and Pope before the Senate committee regarding the high cost of labor, etc. While the statements will be generally believed to be conservative, they cannot be regarded as representing the situation of the entire industry. Wages are, without doubt, higher in this country than in England and Germany. It is necessary for them to be so under the existing conditions of living. The purchasing power of eight dollars a week in Germany is considerably more than the same amount here. To equalize this in a measure, the prices received in the United States for the domestic manufacturer's output are proportionately greater than in either England or Germany for the same quality ware. Notwithstanding that the testimony shows no increase in the selling price, (which is not the general rule) the current prices of 1898 in this country are far enough in advance of similar prices abroad that, even with a 14½ to a 17½ per cent increase in the cost of production, our profits show up favorably as compared with those abroad.

DOMESTIC MANUFACTURER.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 7, 1910.

ANTWERP

2 packages glassware.....	B Gunthel
124 " ".....	A Steinhardt & Bros
76 " ".....	B Illfelder & Co
18 " ".....	A Berger & Co
18 " ".....	Graham & Zenger
88 " ".....	Miscellaneous Orders
27 " earthenware.....	G F Bassett & Co
44 " ".....	L D Bloch & Co
15 " ".....	Koscherak Bros
26 " ".....	L Straus & Sons
28 " ".....	Frank & DeKeyser
68 " ".....	O Goetz
12 " ".....	Strobel & Wilken Co
18 " ".....	Miscellaneous Orders
124 " chinaware.....	Theodore Haviland & Co
1 " ".....	Miscellaneous Orders
28 " toys.....	Strobel & Wilken Co
19 " ".....	B Illfelder & Co
81 " ".....	F W Woolworth
8 " ".....	Frank & DeKeyser
5 " ".....	Miscellaneous Orders

BREMEN

2 packages glassware.....	L Straus & Sons
6 " ".....	Samstag & Hilder Bros
100 " ".....	Miscellaneous Orders
27 " earthenware.....	Strobel & Wilken Co
20 " chinaware.....	C E Wheelock & Co
15 " toys.....	Geo Borgfeldt & Co
28 " ".....	Strobel & Wilken Co

LIVERPOOL

4 packages earthenware.....	The Rowland & Marsellus Co
19 " ".....	Maddock & Miller
27 " ".....	R Shimon & Co
27 " ".....	G F Bassett & Co
8 " ".....	L Straus & Sons
18 " ".....	Miscellaneous Orders
17 " toys.....	Strobel & Wilken Co
22 " ".....	Geo Borgfeldt & Co

COPENHAGEN

11 packages glassware.....	Fensterer & Ruhe
14 " ".....	Frank & DeKeyser
6 " ".....	Miscellaneous Orders
28 " chinaware.....	C Kaas
8 " ".....	Miscellaneous Orders
898 " toys.....	Geo Borgfeldt & Co

LONDON

20 packages toys.....	Geo Borgfeldt & Co
89 " ".....	Strobel & Wilken Co
12 " ".....	Miscellaneous Orders

ROTTERDAM

18 packages earthenware.....	Bawo & Dotter
12 " ".....	L D Bloch & Co
2 " ".....	O Goetz
38 " ".....	Lazarus, Rosenfeld & Lehman
57 " ".....	Miscellaneous Orders
88 " glassware.....	Graham & Zenger
42 " ".....	Miscellaneous Orders
205 " toys.....	B Illfelder & Co
878 " ".....	Geo Borgfeldt & Co
2 " ".....	F A O Schwartz
47 " ".....	Miscellaneous Orders

HAMBURG

25 packages glassware.....	Fensterer & Ruhe
8 " ".....	Brown Bros
8 " ".....	Froeber & Vollrath
28 " ".....	O Goetz
4 " ".....	Koscherak Bros
4 " ".....	Knauth, Nachod & Kuhne
26 " ".....	L Straus & Sons
8 " ".....	Samstag & Hilder Bros
11 " ".....	N Wapler
15 " ".....	Strobel & Wilken Co
212 " ".....	Miscellaneous Orders
39 " chinaware.....	Bawo & Dotter
8 " ".....	J H Venon
138 " ".....	C E Wheelock & Co
58 " earthenware.....	Geo Borgfeldt & Co
62 " ".....	Bawo & Dotter
3 " ".....	F Bing & Co
19 " ".....	J Wygand & Co
12 " ".....	Julius Palme
24 " ".....	L Straus & Sons
7 " ".....	Fensterer & Ruhe
11 " ".....	N Wapler
32 " ".....	Strobel & Wilken Co
57 " ".....	Miscellaneous Orders
68 " toys.....	Geo Borgfeldt & Co
21 " ".....	Lazarus, Rosenfeld & Lehman
1 " ".....	L H Mace & Co
8 " ".....	C B Rouss
2 " ".....	Samstag & Hilder Bros
68 " ".....	Strobel & Wilken Co
216 " ".....	Miscellaneous Orders
6 " harmonicas.....	Strobel & Wilken Co

HAVRE

50 packages chinaware.....	Wm Guerin & Co
18 " ".....	Endemann & Churchill
21 " ".....	J H Venon
12 " ".....	Bawo & Dotter
42 " ".....	H Kupper
7 " ".....	C L Dwenger
75 " ".....	Miscellaneous Orders
15 " glassware.....	E Utard
27 " ".....	Endemann & Churchill
52 " ".....	Miscellaneous Orders

SOUTHAMPTON

2 packages chinaware.....	C L Dwenger
8 " ".....	L D Bloch & Co
21 " ".....	A G Moment
44 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

28 packages earthenware.....	Jones, McDuffee & Stratton Co
84 " "	Mitchell Woodbury & Co
16 " "	E Boote
5 " "	Fondeville & Van Iderstine
8 " "	Meakin & Ridgway
8 " "	Richard Briggs Co
10 " "	Geo Borgfeldt & Co
5 " "	Rowland & Marsellus Co
4 " "	Ed Butler
1 " "	Miscellaneous Orders

ANTWERP

99 packages earthenware.....	Jones, McDuffee & Stratton Co
5 " "	F H Griffin
19 " "	R F Downing & Co
23 " "	L Wolf & Co
36 " "	Stone & Downer Co
34 " "	American Express Co

ROTTERDAM

23 packages earthenware	Geo Borgfeldt & Co
11 " "	R F Downing & Co

JONES DRY GOODS CO., SOLVENT.

RECEIVERS for the the Jones Dry Goods Co., Kansas City, Mo., one of the largest retail general merchandise concerns in this part of the West, were appointed June 4 by the Federal Court. The liabilities are placed at \$1,400,000 and the assets at over \$2,000,000. Henry L. Root and Charles Campbell, of Kansas City, were named as receivers. The receivers stated the company was solvent and that its business would be continued without interruption. The petition asserts that the action is taken to prevent small creditors from securing judgements and thus jeopardize the interests of all concerned. The company was represented in the New York market by F. J. Hatch.

NEW BOOKS.

AN interesting book with the above title, by Chas. F. Binns, has just been issued by B. Van Nostrand Co., this city. Mr. Binns is well known as the director of the State School of Ceramics, Alfred, N. Y., and formerly superintendent of the Royal Porcelain Works, Worcester, England. The book is a practical guide for the studio and workshop. It is well written, will prove entertaining to the lay reader, and is full of good matter both for amateur and practical potters. The volume comprises 172 pages with 42 illustrations, is well printed on good paper and handsomely bound. Price \$2.

Frank Farrington, author of "Talks By the Old Storekeeper," "The Clerk's Book," and many others, has just written a new book entitled "Retail Adver-

tising—Complete." The new book is full of valuable hints and money-making ideas. It will be sent, post-paid, on receipt of \$1.

J. E. ACKLEY BUYS FARRINGTON BUSINESS.

JAMES H. ACKLEY and his sister, Cora E. Ackley have taken over the business of the late Wm. R. Farrington, Pugohkeepsie, N. Y., under the style of the Ackley China Co.

The Farrington crockery business at 266 Main street, was established thirty-three years ago, by William R. Farrington, and was conducted by him until his death several weeks ago. The building was erected in 1830 for the china and glassware business.

James H. Ackley, the head of the new firm, went with Mr. Farrington as a boy, and remained with him continuously for thirty-three years. During the last ten years he has done all the buying and is considered an expert judge of fine wares, as is his sister, the other member of the firm.

Extensive interior improvements will be made to the store, a feature of which will be an "art room," where the finest bric-a-brac, and high grade cut glass will be exhibited.

Irving Cut Glass Factory Has Resumed Operations

I can now fill promptly all orders for the superior line of cut glass made by the Irving Cut Glass Co.

Send all orders to

F. W. REICHENBACHER,

Agent,

25 West Broadway, New York.

Watch for the "specials" in my advertisement next week.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

WHERE MERIT IS RECOGNIZED.

THE Woolworth Syndicate has a unique and thorough system of schooling its managers before they are appointed to take charge of a branch store. The type of men chosen by them for managerial posts is exceptional. They are clean-cut, level-headed, aggressive, and capable of grasping matters instantly and coming to important decisions quickly and decisively, for the enormous amount of detail work necessary to be discharged by a Woolworth manager and his assistant demands just such qualities. Contrary to the general impression, comparatively little cooperative buying is done, the individual managers attending to their own wants in this line.

Should there be an opening, the young man who starts in with the Woolworth Syndicate begins at rock bottom, as a porter, at about \$8 a week. He is first thoroughly drilled in packing and unpacking china, glassware and other breakable merchandise. Should he prove himself to be made of the proper material he is then given charge of the basement—with no increase in salary however. Until he is assistant manager his salary, generally remains stationary. Step by step upward the prospective manager rises. The way is open, but it is strictly a personal matter whether he is advanced or not. When he demonstrates his fitness for the post of manager he gets the first open appointment. This is infallible. Merit receives recognition in the Woolworth employ as it rarely does elsewhere.

BUSINESS BRIEFS.

A. F. Wylie has opened a crockery and glassware store at New Haven, Conn.

* *

The F. M. Kirby Co. has opened a five- and ten-cent store at Ansonia, Conn.

* *

R. J. Ford & Co. have opened a five- and twenty-five-cent store at Malden, Mass.

* *

George A. Graves sold his five- and ten-cent store at Greenfield, Mass., to George W. Forbes.

* *

Chaney & Jacobson, of Wakonda, S. D., have sold their general merchandise store to F. H. Smith.

* *

The negotiations for the purchase of 231 Broadway by F. W. Woolworth & Co. have been completed.

* *

Maier & Berkele, of Atlanta, Ga., have completed extensive alterations in the china department of their store.

* *

Fred J. Darby, for many years connected with the Kirby chain of five- and ten-cent stores, is mana-

ger of the new branch at Middletown, O., which opened last week.

* *

W. W. Geiger & Sons have opened a crockery and glassware store near the T. & J. depot at Gainesville, Fla.

* *

W. B. Tuttle sold his general merchandise store to B. F. Gates who worked in the store as clerk for ten years.

* *

Receivers for the Jones Dry Goods Co., a large retail general merchandise concern, were appointed June 4th.

* *

W. V. Peebles has reopened the C. D. Manchester store, with a full line of general merchandise, at at Brushton, N. Y.

* *

Thomas Hughes, of Scranton, Pa., is the principal owner of a cut glass factory which is due to open at Lestershire, N. Y. shortly.

* *

The Woolworth five and ten cent store at Easton, Pa., which has been closed on account of undergoing extensive repairs, has opened again.

* *

The Talbot Co. have reopened the old Clark department store at Portland, Me. The building has been entirely renovated and redecorated.

* *

It is reported that a large department store is to be erected at the corner of Olive street and Washington avenue, St. Louis, Mo. at an early date.

* *

Gimbel Brothers have leased a lot at 182d street, where the Gimbel store deliveries in the Bronx will be handled from after the erection of a garage.

* *

Judge Hough yesterday confirmed a composition of French Bros., dealers in dry goods, at Walden, N. Y., with their creditors at forty cents on the dollar cash. Liabilities were \$12,563.

* *

Under the supervision of C. Clauson-Kaas, of the Royal Copenhagen Porcelain Co., the Wright, Tyndale & Van Roden store in Philadelphia is giving an exhibition of Royal Copenhagen porcelain. The exhibition is scheduled to continue until June 14th.

* *

The Simpson-Crawford Co., of New York, formed to conduct a department store, filed papers with the Secretary of State, June 4. The capitol stock is \$1,400,000, the company being formed by a consolidation of the Simpson-Crawford Co., and the Simpson Securities Co. The directors are Henry Siegel, Joseph Siegel, Oscar A. Prall, Robert G. McMeekin and William G. Shemus, all of New York city.

* *

A petition in bankruptcy has been filed against Max Lande and Philip Lobelson, who compose the firm of Lande & Lobelson, dealers in dry goods, at 150

The China known since 1840 as

Haviland China

is stamped under each piece :

Haviland
France

} In green underglaze.

¶The decorated China has an additional stamp

Haviland & Co
Limoges

} in red on the glaze.

Orchard street, New York, by these creditors: H. B. Claflin Company, \$116; Levin Credit Company, \$375 and Moritz Flesch, \$10. It was alleged that they are insolvent and admitted in writing inability to pay their debts. Judge Hazel appointed Frederick R. Rich receiver. The liabilities are more than \$2,000 and the assets are \$750.

F. W. Woolworth & Co. have leased the eight-story fireproof building at the corner of Hudson and Vandam streets. The unusually quick growth of F. W. Woolworth & Co., who own and operate 253 retail stores in the United States and five in England, necessitated the acquisition by them of this building to store reserve stock. The business was started in a small way by F. W. Woolworth, in Lancaster, Pa., in 1879. The gross amount realized from the sales made annually in the 253 stores, now under their control, is stated to be approximately \$30,000,000.

HE WAS GRATEFUL.

A YOUNG clerk in an office in Wall street was called before the manager of the firm the other day to explain why he was doing his work carelessly. "Mr. Jones," said the manager, "of late your work has been very perfunctory." "Mr. Smith," said the clerk, "I've been working here for three months now, and though I have tried my best that's the first bit of praise I have received since I've been here. Thank you!"

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—The services of a first-class cut glass salesman of experience. Apply by letter, giving references, to THE LIBBEY GLASS CO., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN EVERY LARGE CITY IN THE UNITED STATES IN WHICH I AM NOT ALREADY REPRESENTED. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

A VERY up-to-date wholesale and retail china, toys and house-furnishings store in Southern Pennsylvania. New fixtures; elegant location for variety store; \$16,000 stock and fixtures; unexpired lease of over four years. Address Box 721, this office.

1,000 STANDARD gummed parcel labels, such as, "glass, handle with care." Small size, only twenty-five cents; large size, seventy-five cents per thousand. CHAS. W. SINES, 2650 Iowa street, Chicago, Ill.

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NEW YORK, JUNE 16, 1910.

THE CONDITION OF BUSINESS.

It is very gratifying to note that several **New York** houses report some good trade during the last week. It was as unexpected as it was pleasing. It came both by mail and from visitors and embraced imported and domestic goods. The volume was larger than could have been expected, considering that it is in the midst of summer. Another good sign is that the few travelers who are on the road have been getting some very excellent orders. Owing to the belated condition of trade, import orders were taken which ordinarily would be difficult to fill, and as it is now, these late buyers are taking a chance. Everything will be done to get the ware delivered in time for the fall trade. Almost every kind of ware was represented in the orders, received, but perhaps the greatest bulk was in favor of French china.

The American manufacturers of blown glass really have but one cause for complaint; that is, prices. The volume is certainly large; so large in fact that many factories are behind in their shipments and are now only taking orders that are subject to delivery when it will be possible to make the goods. The cheaper grades of pressed ware are not in such demand, but still the factories are very busy accumulating as much stock as possible prior to the shut-down.

The cut glass situation is not at all satisfactory. Business has fallen off a great deal and so many

strikes have occurred that the manufacturers are not at all happy. It is true that buyers anticipated their wants prior to June to a great extent, but duplicate orders are not numerous.

The domestic potteries are reporting a very excellent demand. It is spasmodic, however. But while this condition pertains to spring orders, a different condition exists regarding fall trade. All the potters are looking forward to a heavy demand. Inquiries are already being made and there is every indication that a brisk demand will be made.

The lamp trade is not very lively. There is almost no call for decorated lamps just now and metal goods are not yet in demand. More new samples of electroliers and portables are arriving in the New York warerooms and will be added to the exhibition next week.

German fancy goods are still very quiet and there is no large call for dinnerware.

The French china trade had a little boom this week and the sales have been enough to bring the average for June a little above that of last year.

English goods, both in earthenware and china, are a little quiet.

The retail trade has been better than the dealers expected. The cool weather of June has kept many

in the city who would ordinarily go to the seashore and country and housekeepers have had to do a little buying. The seaside hotels have suffered by the cold spell, but the cottages all along the Jersey shore and Long Island sound are well occupied.

The general condition of trade has improved since our last writing. Government statistics show gains in net railroad earnings and the only disturbing element is the unsettled condition of the stock market. Altogether there is ample evidence that the fall trade will be very good.

A slight improvement in business has been noticed this week, the manufacturers reporting the reception of a goodly number of orders. Potteries making decorated goods are very busy, while nearly all of the other plants manage to keep working to capacity. The demand for hotel ware is greater than it has been for years and manufacturers of this line are confident of exceeding their previous records for any one year in their history.

Business with the glass manufacturers in and around the Pittsburgh district is rather spotty. On the whole, however, the volume of business for the week is very encouraging. While there is a tendency to buy only absolute needs, there is no doubt that dealers are disposing of these stocks as soon as they are displayed. Collections are about up to normal. Lamp lines are selling very well. Jelly tumbler business is such that manufacturers are behind in shipments.

There is no complaint on the part of glass and pottery manufacturers here about business. All are feeling happy over conditions. Glass manufacturers will not get present orders filled during this fire. Pottery manufacturers, while not crowding their plants, are comfortably busy, with prospects for a heavy fall trade being bright.

The reports of sales and shipments for the first six months of 1910 will show a good gain in the distribution of domestic pottery over the record of 1909. Remarkable growth is shown by some of the smaller manufacturers. Mail business during the past week has improved. Few buyers are coming to market now, although a number are being looked for in July and August.

OBITUARY.

JAMES SMILEY WIGHTMAN, glass manufacturer, died June 7, in Youngstown, O., where he had gone on a visit four weeks before. Since his father died, at the age of ninety, two years ago, Mr. Wightman had devoted all his time to the old Wightman glass factory at Parker's Landing, which management he undertook four years ago. Six months ago he became ill from a complication that affected his heart. Two weeks before his death his condition at Youngstown became critical, and Mrs. Wightman and the children went to his bedside. He grew somewhat better, but Mrs. Wightman remained and was at his side when he died. Mr. Wightman was born in Pittsburgh fifty-five years ago. He was educated in the public schools and the Western University, now the University of Pittsburgh. On leaving college he entered into business with his father. Mr. Wightman served in both Select and Common Councils from the old Twenty-second ward and was president of Select Council during the first two years of the term of Mayor W. B. Hays. He leaves a widow, five children, and two grandchildren.

TARIFF ON DECALCOMANIE CHANGED.

AFTER litigation covering several years, importers of so-called decalcomanie transfers have won a victory before the Board of United States General Appraisers when it was held that goods of this description are entitled to enter at appropriate rates under the provisions of paragraph 400 of the Tariff Act of 1897.

For a long time the Government has been assessing this class of merchandise at three cents a pound and twenty per cent on the value of the goods, as "printed surface-coated paper." In sustaining the claims of George Borgfeldt & Co. and the Stone & Downer Co., the present protestants, the general appraiser says, in part:

"The question in issue has been several times before this board, but in these cases the record for the first time exhibits the complete and full proof of the contentions of the respective parties. In the previous cases as presented to the board there were no real protestants and there was no one present at the hearings, either as counsel or as importer, to oppose in good faith the correctness of classification complained of. The so-called trials were merely inquests, the Government only being represented, and the domestic manufacturers sought in that way and by such means to obtain decisions favorable to their interests."

If your competitor talks about you, put him on the pay roll. No matter what he says, so long as he talks.

The New York Crochery and Glass District.

Cox & Lafferty, are showing a new line of cut stemware from the Seneca Glass Co. These goods are very showy and we believe will have a large sale. Imperial glass company have some new specials that will help the sales in summer glassware business.

The Strobel & Wilken Co. is about ready to break up their spring import lines, and will sell the samples at reduced prices.

A large consignment of new samples in Imperial Vienna dinnerware has just been received by Julius Palme who makes a specialty of the ware. The Imperial Vienna ware is one of the finest Carlsbad products, and the recent consignment embraces samples from the cheapest decals to the highest grade coin gold decorations.

Edward Miller & Co., are receiving new samples of electroliers, chandeliers and gas electric portables every day. One of their latest acquisitions is a high-peaked dome shade with a real bronze octagon border, which is as handsome a lighting device as has ever been shown in the District. The firm has a dozen new patterns besides this, both of gas and electricity and combinations of both. They also show many new showers, one of which is made with heavy chains only and has colonial shades. The firm is giving particular attention to the glass in its art shades and is producing some beautiful harmonious blendings. The display is so good that it would seem as if every buyer in the country would want to see it.

The first shipments of Swedish glass received by J. H. Venon opened up splendidly and the dealers are well satisfied. One concern has already sent in a duplicate order.

John Morgan & Son have engaged the following representatives: Ehicle Supply Brokerage and Commission Co., 203-205 Washington Bldg., Seattle, Wash.; P. J. O'Neill, 115 West Adams street, Los Angeles; E. D. Clarabut, 150 Post street, San Francisco; H. L. Thompson, 2829 Fortin street, New

Orleans: F. J. Dingwall, 428 Main street, Manitoba, Can.; A. J. Duggan, 33 Adelaide street, West Toronto; T. J. Copeland Co., Baltimore and Liberty streets, Baltimore. These representatives will display the full line of samples.

Morimura Bros., in about a month, will have samples of complete lines of dinnerware in Japanese white china with decal and hand painted decorations. For years they have been endeavoring to get the right kind of ware for dinner service, but it was not until Chas. Kaiser went over this spring that the proper shapes and decorations were obtained. The ware is a new white body and glaze, but is entirely a native production. It has none of the blue glassy look of the usual Japanese china and has its brittle quality. It takes the color well, and the gold incrustations are exceedingly good. Morimura Bros., are increasing their business in Japan very much and the new ware takes very well in the domestic markets. Prince Kunie, of the Royal Household has just received a full dinner set of this ware in white and gold. The border is very heavily incrustated.

Bradley & Hubbard have their fall lines of lamps, electroliers, portables and gas fixtures. Their line of showers is very complete and all the samples are good, both as regards design and execution.

At midnight, June 15, Gimbel Bros. took possession of their new store at Thirty-third and Thirty-fourth streets and Broadway. It has taken seven and one-half months to complete the structure.

The collapse of a small building at Park Place and W. Broadway Tuesday, furnished an interesting diversion for the District men, and interfered with business for a time, as the streets were closed to traffic temporarily and only pedestrians having business in the adjoining blocks were permitted to pass the police lines. The wrecked building was owned by H. N. Kuesel estate, and adjoins that in which the Mitchell, Woodbury Co. was formerly located, and in which E. R. Thieler occupies the second floor. This building

was not damaged, and as Mr. Thieler sailed for Europe last Saturday, he was spared any anxiety for the safety of his valuable stock of samples from Villeroy & Boch.

AT BOSTON.

A NUMBER of the local wholesalers have added their word of approval to the recent item in the JOURNAL anent "Buyers Buying at Boston." A manager of one of the big offices attests that while a little fault might be found with Boston buyers, still on the whole they responded fairly well. The main difficulty is in reaching the out-of-town buyer in the smaller cities, particularly those that come under the jurisdiction of the New England territory and while they could well afford to patronize the Boston boys, they seem to bend towards other markets. It's a solution of this trouble that the trade is seeking. One of the biggest department store buyers said recently: "I was interested in reading the article concerning the local trade purchasing in the Boston markets, and I believe that considerably more interest is now manifested toward the local markets than perhaps was evidenced a year or two ago. I think the bond is growing still stronger, and will continue so. For myself, I always place orders with the Boston wholesale trade, giving the local boys the preference every time." With a loyalty like this imbued in every New England crockery and glass buyer, there is no doubt that the future will mark an epoch in the volume of business transacted right here in dear old Boston.

That the employees of the china and glass department might have a broader knowledge of the general production of these commodities, James J. Hanning, buyer of the Jordan-Marsh Co. called a meeting the other evening and delivered an impromptu lecture. He graphically described the art of making glassware and china as he has witnessed it on his European journeys, and altogether imparted a vast amount of information that will be greatly beneficial to the sales force in the promotion of glass and china. His efforts were warmly complimented by the heads of the company. At the opening of the Jordan-Marsh salesmanship school in September, Mr. Hanning will lecture on the art side, covering bronzes, bric-a-brac and other allied lines, all based upon what he saw in his travels through Europe.

William R. Claflin, of 144 Congress street, has taken a line of Swedish enamelled ware.

Cards have been received in Boston announcing the marriage of Paul Morton Phillips to Ethel Tanner Smith, at Zanesville, Ohio, June 23. After a wedding journey they will reside in Boston. This is Mr.

Phillips' second "marriage," the first—being the enthusiastic annexation of S. A. Weller's popular line of vases, jardinières and art ware, which he represents in the New England field.

Part of the new line of shades is on exhibition at the quarters of George W. Beals. These are produced by the International Shade Co. of Springfield Mass., and many extremely beautiful effects constitute those already received.

Murt S. Wallace, manager of the wareroom of the United States Glass Co., says there is a maintenance of a seasonable activity in their entire line of glassware. The opening of the summer resorts of which there are a great number in New England, has caused quite a spurt in soda and college ice glasses, as well as in glass furnishings for summer hotels.

Embraced in the Roseville Pottery Co.'s line is an excellent assortment of ivory ware and new patterns of fern dishes, the latter being extremely quick sellers for the retail trade. Charles Martin is the man behind the Boston gun and he is admirably fortified with a handsome display room containing the entire list of Roseville products.

Pat Hanley—all the trade call him Pat—has taken on a line of jewelry and mesh bags, adding it to his glassware. "Jim" Hanning, of Jordan-Marsh says Pat ought to do well with the new goods, because, wherever there's a lady, Pat makes a hit. "It is Pat's winning way," says Jim.

Henry Siegel Co. recently advertised a forty-two piece dinner set of white and gold decorated porcelain for \$1.98. They also quoted other specialties at equally interesting prices. Harry N. Hollender, the glass buyer, has just returned from a visit to the Rochester, Rome, Newark and New York markets.

The only visiting traveling ambassador of the industry this week was Mr. Wilkinson of the Syracuse (N. Y.) China Co.

Japanese china and pottery are being sold this week at half price, or less, in R. H. White Co.'s, bargain basement. They advertise that they purchased \$4,000 worth of stock from a bankrupt retail Japanese store. This sale was heavily advertised and there was a tremendous response.

In the retail department, Jones, McDuffee & Stratton Co., are featuring china and glassware for June weddings. This house is a liberal user of newspaper space and the physical appearance of their copy is decidedly refreshing. Last week it was devoted to individual breakfast sets and dinnerware, and of the latter they have over 150 live stock patterns. One

particular interesting notation in their advertising is the sentence: "One price in plain figures, and we are not undersold if we know it."

THE PEWTER DISEASE.

A RECENT report from Berlin to the effect that a single pewter vessel, the "Bumper of Breslau," brought over \$8,000 at the sale of the famous Lanna collection very strikingly demonstrates the favor which antique and highly ornate objects of this material have regained with collectors and connoisseurs.

It is a strange, although little known, fact that this metal is subject to an affection or disease which in German is very appropriately designated zinnpest (tin plague).

It is a well-known fact that some metals are subject to phenomena which, resembling in their effects the diseases that attack living organisms, cause them to decompose or decay. Especially is this the case with pewter, whether as a result of chemical changes consequent on its composition or not is not known. We do know, however, that if exposed to a low temperature it is liable to undergo a transformation under the influence of which it is ultimately reduced to powder. As long as the temperature does not go below 68 degrees Fahrenheit there is no danger. Even at 65 degrees Fahrenheit the effects are barely noticeable, but to temperatures lower than this the metal is decidedly susceptible. This is the reason why so small a number of specimens remain to us from the period when tin or pewter was extensively used. Exposed to the vicissitudes of changing temperature, they have gone to pieces. Even a cold museum will work their destruction.

Collectors of old pewter who will carefully look over their specimens are likely to note the appearance of dull, grayish-looking spots, almost non-metallic, and of a crumbling, dust-like character. This is the first symptom, and means that the process of disintegration has commenced and accounts for the more or less dilapidated condition that occurs in choice specimens of work in this metal, such as pewter medals, etc. To the same destructive influence the speedy corrosion of tin roofs may be ascribed. Where choice specimens of pewter work, such for instance as the highly prized antique pieces by Briot or Enderlein, dating from the Renaissance period and superbly decorated in relief, are concerned, this would be a dire misfortune, and the affection should be promptly dealt with as soon as its occurrence is noted. The most efficacious treatment, though useful only in the earliest stage, is found to be boiling for a prolonged period in pure water to which a little soda has been added and subsequent rubbing in whiting. Moreover, as the disease appears to be contagious in character, the careful examination of all specimens from time to

time and removal of any that show signs of infection is a wise precaution for owners to take.

Tin is a peculiar metal, and it is not surprising that its alloys should do strange things. It is so extremely ductile that it can be rolled, pressed or beaten into thin sheets, as witness its use in the shape of tin-foil or the manufacture of the tubes in which paint, cosmetics, etc., are put up, which are pressed at a single stroke of a powerful press from a button-like blank. The metal flows into the narrow spaces and interstices of the mould almost as though fluid, which is all the more remarkable when its decidedly crystalline character is considered. When a piece of metallic tin is bent the crystals strike against one another with a peculiar and characteristic crackling sound. Tin itself is inodorous, but if it or its alloys be freely handled it imparts a peculiar odor to the hand. One of the most valuable characteristics of tin is its resistance to the effects of oxidation. It can be exposed to the air for a long time without showing any of the effects of oxidation, whereas its alloys—bronze, for instance—soon accumulate a patina by absorption of oxygen. A remarkable feature of the process of decomposition in pewter is that the product is not an oxide or any other combination of tin with other elements, but pure metallic tin, only in place of being crystalline it is amorphous.—*Harper's Weekly*.

THERE'S A WAY.

IF you want to have the public strolling in upon you thick;
If you've got a lot of dead stock that you want to market quick;
If your goods are worth the money, and you have the nerve to try;
If you want to fill your store up with a crowd that's there to buy;
If you want to knock out competition with a bold defi.
There's a way—don't overlook it—advertise !
If you want to smoke Perfectos and support a runabout;
If you want to put the fellow down the avenue to rout;
If you want to know of something that a flock of birds will bring
With "In God We Trust" emblazoned on each shining, golden wing;
If you want to know what brings success to almost anything,
There's a way—don't overlook it—advertise !
If you'd like to make more money, but you really don't know how;
If you want to wear a constant smile and have a carefree brow;
If you want to find some orders intermingled with your mail;
If you want to have the dollars fall around your desk like hail;
If you want to strongly fortify a business that is frail,
There's a way—don't overlook it—advertise !

THE MAN ON THE STREET.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway New York.

EDITORIAL ROOMS,
TEL. 3231 CORT.MECHANICAL DEPT.,
TEL. 6724 CORT.

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United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 16, 1910

PESSIMISM AND BUSINESS.

BUSINESS is dull. It always is at this season of the year, but that is no reason why nearly everybody should talk about how bad things are, and put the worst possible phrase on everything. Way back in 1893, there was a panic and a class of people were making things worse by talking "blue," they were called "Kronic Kickers." It seems as if there are a lot of "Kronic Kickers" to-day. The country has not gone to the dogs by any manner of means. Business is not as bad as some people try to make it. But if everybody talks dull trade, they can make it worse than it is. If a customer enters a store, or if a salesman calls on a buyer and the salesman talks as if the bottom had dropped out of everything the prospective sale is knocked in the head at the start. You can not expect a buyer to enthuse if you pour cold water all over him.

Referring again to the dull times of 1893 an illustration of how to kill business can be given. A dealer, and an old subscriber, came into the office of this paper. He said that he had called because he had learned that business was dull and wanted to know whether we thought that it was a good time to buy. If business was dull, the wholesale men ought to be willing to make concessions. He had \$20,000 in cash to buy crockery and glass, and would we advise him to buy if he could get a fair discount. He was told that it was a good time to buy. He left with the intention of spending that \$20,000.

A week later the man was asked if he had

spent all his money. He said that he had only bought about \$10,000 worth of goods and was going home that night. Surprised at the change of base, he was asked why he had stopped when only half of his money was gone. Could he not get satisfactory terms? That was not the trouble. He could buy cheaply enough but every place he went men spoke so discouragingly about conditions that he had been discouraged. He was going home and was half sorry that he had bought so much already. Think of it! Everybody wanting to sell and here was a man wanting to buy, and yet the sellers had talked him out of buying.

Perhaps salesmen have talked men out of buying this season. Buyers report right along that their sales have increased. If that is so somebody has sold goods to them, for buyers can not keep on selling without buying. If they bought they have certainly not purchased from those who continually cry that there is no business.

Keep a stiff upper lip and show plenty of backbone. In another month the fall season will be on. Put the best aspect on present things that you possibly can, and you will encourage business. Buyers are attracted to men who talk optimistically. The optimistic salesman gets the orders. Be an optimist!

PERSONAL.

SO few of the old time glass men are in evidence these days that it is a pleasure to meet one who was prominent in the seventies and eighties. Major Geo. M. Irving was associated with King Son & Co., Pittsburgh from 1868 until late in the eighties, when he established the Glass Speciality Co., at East Liverpool. He perfected a non-drip molasses can and designed many things in glass. He retired some years ago and is living in New York. He was calling on his son, D. King Irving at the office of the United States Glass Co., on Monday when the writer met him and together revived old memories.



W. S. Pitcairn is due to arrive home from a brief visit to Europe on Saturday.



Chas. Kaiser, recently returned from his first trip to Japan in the interest of Morimura Bros., was much impressed with the thrift and industry of the Japanese. He found the people progressive, but as yet only the large cities are becoming modernized to Western ideas.



Walter Fishell, who travels New England and Pennsylvania for Strobel & Wilken Co., came home last week. He reports a better trade than last year.

George R. Babcock, who tours the South for the company, states that he found business good in some sections but poor in others. On the average, however, he sold more than last year. The crops were never better and the people in his territory are confident that they will enjoy a heavy fall business.



Chas Baxter, head stock clerk for Frederick Loeser & Co., Brooklyn, has signed with Gimbel Bros., New York, effective June 20. W. Baxter succeeds his brother as stock clerk at Loeser's.



D. King Irving, of the New York office of the United States Glass Co., came home on Monday from a three days' visit to Pittsburgh. He found the home office very busy. The complaint was not so much the want of orders as it was the ruinous prices of glass.



E. H. Hammond connected with several nice orders during a visit among the Bostonians this week.



"Tommy" Waldron, now of the Sunday Advertiser of Trenton and a graduate from the CROCKERY AND GLASS JOURNAL, had his picture in the New York Herald last Sunday along with a lot of other notables who are working for a safe and sane Fourth of July in Trenton. Unlike most of the daily paper pictures this was a good portrait.



Max Strensch is in Pittsburgh this week in the interest of Koscherak Bros. If there is any business out that way Max will get a share of it.



Sarsfield Cuddy, formerly of Cuddy & Brodeur, Montreal, was married June 2 to Miss Estelle Cecelia McKenna.



W. A. Crocker, of Stewart & Crocker, will be a passenger on the Cedric for Europe leaving Saturday. He goes to visit his factory and take a general look at the glass markets across the water.



M. P. Meyer, retail sales-manager for the Nathan Dohrmann Co., San Francisco, is in New York on his honeymoon. He was married two weeks ago. He is a lucky man for Mrs. Meyer is a very charming young lady. The return journey will be made in about ten days, stop-overs being made at Niagara Falls and other points.



Felix Wedgwood, a brother of Frank Wedgwood, of Josiah Wedgwood & Co., England, has been a visitor in New York for a fortnight. He is now in Canada, but will be back shortly.



Robert R. Grennelle, with Goodwin & Kintz, was being shaved in the basement of the building which

collapsed. He rushed out with one side of his face still lathered and the towel about his neck. His friends told him it was a "close shave."



J. McDonald Bryce, of Bryce Bros., was in New York last week to see his wife and daughter sail on the Lusitania.



Chas. Streiff, of Wm. Guerin & Co., has arrived safely on the other side. He will spend several weeks at the Limoges factory, giving his personal attention to the designing of new samples.



"Billy" Murphy, of J. Morgan & Sons, used to take pleasure in selling to women who came in to look over the line, but after he had spent two hours with one recently and exhausted his adjectives, which resulted in a sale of \$0.00 worth of fixtures, he disappears now when he sees one enter.



Clarence Bauman, treasurer and general manager the of Globe Pottery Co., spent Friday and Saturday of last week visiting in the District.



J. Duncan Dithridge, the New York representative of Bryce Bros., sailed on La Provence, Thursday of this week, accompanied by his wife. The trip is purely one of pleasure and France, Switzerland, and Italy will be visited.



Geo. H. Woodworth, New York manager for S. A. Weller, left last Thursday for the factory at Zanesville, O., to arrange for new samples, and incidentally visit his home in that city.



A. H. Hays, with Cook Pottery Co., Trenton, N. J., was an interested spectator at the collapsed building on Park Place last Tuesday. He will forgo his European trip this year.



Louis Reizenstein, of Pittsburgh, arrived in New York last Thursday and sailed for Europe the following Saturday on the S. S. St. Louis. He came near losing a box of cigars. Frank R. Martin, of Cleveland, sent Leonard Stock, who is with H. C. Kupper, a letter for Mr. Reizenstein and money to buy a box of cigars for him. The cigars were bought and Mr. Stock inquiring what steamer Mr. Reizenstein was to sail on was told the Cincinnati, which leaves from Hoboken. On Saturday morning Auguste the porter was sent to Hoboken with the cigars. After he had started it was discovered that Mr. Reizenstein had changed his mind and was sailing on the St. Louis from New York. Here was a quandary. The only thing to do was to buy another box and send the office boy to the St. Louis. On the way the boy met

the porter coming back. Auguste immediately started for the St. Louis. He found the men pulling in the gang plank but seeing Mr. Reizenstein at the rail he rushed up the plank with the dock hands all yelling at him, delivered the goods and half falling, ran down again. He collided with a woman, toppling her over, for which act he narrowly escaped arrest. He made a get-a-way, however. Mr. Reizenstein ought to enjoy those cigars. He would if he knew how Stock sweated over them.



Russell Robinson, with the Jewell Cut Glass Co., has started south on his fall trip. He is the pioneer for the coming season. His first stop will be Norfolk, W. Va.



Maurice Block, of the Anglo-American Crockery Co., San Francisco, arrived in New York on the Cleveland on the 12th. He goes home on Saturday night next.



A. J. Fondeville, of Fondeville and Van Iderstine, was a returning passenger from Europe on the Majestic arriving Thursday.



Oscar Kopel, of Rowland & Marsellus, is now visiting the firm's several European factories.



Walter J. Straub, with Bawo & Dotter, is home from a trip through New England. He reports trade "spotty" but on the whole very fair.



C. Nick Muessig, who represents B. F. Drakenfeld & Co., at East Liverpool, O., is making one of his occasional visits to New York.



Among the buyers in town since our last issue were: F. W. Gardiner, with The Famous; C. I. Smith, with Reid & Hughes Co.; A. S. Hunter, of A. S. & T. Hunter; C. Smith, with Brown, Thomson & Co.; F. H. Sturtevant, with Forbes, & Wallace; S. Kallman with England Bros.; J. H. Taft, of Taft & Penoyer; A. A. Sprague, with Howland Dry Goods Co.; T. C. Bunch, with W. Hengerer Co; Frank Walsh, with Strawbridge & Clothier; R. Illsley, with Barnard, Summer, Putnam Co., and H. Goodman, with Lit Bros.

BUDDE & WESTERMAN OUTING.

THE annual outing and games of the Budde & Westerman employees was held at Grant City, Staten Island, on Saturday June 11. Although the day was very stormy everybody who could attend did so and despite the rain had a fine time. The start was made from the store on Vesey Street at noon with Herman Schumacher, manager, leading. An excellent dinner was served, the menu embracing

such items as "No Fish a la Herm Miller," Lobster Salad, a la Guenschel, etc. The single men won a five inning game of base ball with the married men as opponents. George Wenzlau won the first prize in the bowling games and Herman Miller the second prize. Several minor prizes were distributed among the less fortunate. The guests who won at bowling were: L. Kammer, first prize, C. Hecker, second prize, A. P. Doctor, third prize, Harry H. Van Iderstine, fourth prize, and Joseph Sheridan fifth prize. The contest for throwing a base ball was won by L. Slavin who had donated a loving cup as a prize.

Among those present besides the above mentioned, Wm. Fred. Kuehne, Mr. James, John Arneinan, Mr. Law. Chas. Gutheil, John Deeckan, Doc. Guenschel, John Reeth, John Miller, and Otto Klipfel.

BIG DEPARTMENT STORE PLANNED.

NEGOTIATIONS are practically completed for the purchase of a block front in Fifth avenue adjacent to the new library at Forty-second street, on which the largest, most novel and one of the most expensive department stores in New York is to be erected.

The syndicate which is acquiring the property represents a department store company which at present has its headquarters in Chicago. The site will cost nearly \$1,000,000 and the store that is to be built on it will cost about the same sum, making the transaction close to \$2,000,000.

The plot has a Fifth avenue frontage of about 200 feet and a depth of 100 feet. Preliminary contracts have been signed and tentative plans for the structure prepared.

These plans provide for three entrances, one on Fifth avenue and two on side streets.

The structure will be six stories in height and provisions will be made for building it six stories higher.

NEW TEDDY BEAR, A TOY.

A NEW kind of Teddy bear was brought before collector Loeb last week for classification. The body was made of bright colored cloth and stuffed with wool, or hair; the head, paws and feet were of white fur. The bear's anatomy was so formed that it could be used as a child's muff, and upon being pressed close to the body it emitted a "squeak."

The question was whether such bears could come in as toys, or as woolen goods. The duty on toys is thirty-five per cent ad valorem; on woolen goods it is forty-four cents per pound, and sixty per cent ad valorem.

After a long consultation with his assistants the collector decided to call the new arrival "a toy."

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It was exclusively announced in this column recently that attention was being given the volume of imported glassware by the domestic factories. The matter has now reached the officials of the treasury department at Washington. It is generally believed by the domestic glass manufacturers that the value of the imported glassware is far above what it should be, and that if the matter was looked into, conditions would likely be changed in favor of the domestic article. It has been suggested to the treasury department that a special man be sent to the port of New York and make a report on the situation. Additional word from Washington is expected to be received in this city shortly concerning this.

The action of the traffic officials of the railroads in the Central Division in advancing the tariffs on cut glass from third-class to double first-class has received the official attention of the Glass Association which is composed of manufacturers of cut glass in this district. A meeting of committees having this matter in hand was held here several days ago and a subcommittee composed of H. McAfee, of the Consolidated Lamp & Glass Co., and E. P. Ebberts, secretary-treasurer of the Phoenix Glass Co., was appointed to take the matter up with the railroad representatives. It is pointed out that a mitre cut blown tumbler now takes the same class as a cut glass candlestick or bowl. Cut lighting goods are also placed in the same class. Cut flutes and bar tumblers are also included.

A Colonial shape straw holder, for soda fountain use is a late production of the Cambridge Glass Co. The item is a very attractive one and gives promise of being popular with the soda fountain trade.

The working committee of the United States Glass Co., gave a banquet at the Ft. Pitt Hotel recently, in honor of D. A. Ripley, for years in charge of the Tenth street factory, and who recently became associated with his father in the new Ripley glass plant, at Connellsville, Pa. Good fellowship prevailed, and many happy remarks were "hurled" at Mr.

Ripley. Will Anderson, factory manager for the United States Co., acted as toastmaster. All of the superintendents attended.

It was reported in the district last week that the Empress Glass factory at Grafton, W. Va., would be operated under new management before the end of fall. Confirmation of this report could not be obtained at this writing. Flint and pressed glassware has been the production of this factory.

Indications point to the fact that list prices will be asked by manufacturers of the high grade stem and blown lines ere long. Buyers have been looking for this advance, and many have anticipated their wants. It is currently reported that the manufacturers of these lines have come to see that they have been cutting one another's throats. On the cheaper grades of pressed lines that is no indication at this moment of any change in the market.

George Dougherty, superintendent of the Tiffin plant of the United States Glass Co., and A. R. Lazure, in charge of the Gas City, (Ind.) plant, spent several days at the home office last week. Both of these plants are being run full time.

Report is current that the manufacturers of prescription bottles will ask a reduction of twenty per cent for making this summer. On some bottle lines a similar reduction was made last year. The local option wave has the greatest demand for bottles ever known.

Because of the rush of business, the United States Glass Co., will start all its plants as soon as inventories are completed and repairs made. The fires will go out July 2, and the shut down will not last longer than ten days or a fortnight.

Although reports have been flying thick and fast that the Jefferson Glass Co., at Follansbee, W. Va., would make lighting goods, it is denied by D. J. Sinclair, one of the owners of the property, that any such move is planned. The story was that a hundred

molds for lighting lines has been made and would be received at the factory soon.



Business with the Haskins
Martin's Ferry, O. Glass Co., is such that all departments are crowded. An enlargement of the factory is planned this season, which will take about six weeks to complete. Departments are to be enlarged, additions built to the factory and two new tanks erected. About seventy five more employes will be needed. About thirty new shapes and treatments in shades, both for upright and inverted use are now being shown. Illustrations of these are being sent to the trade. The plant is now shut down for two weeks to repair the furnace.



The first six months of the year
Wheeling W. Va. have been excellent ones for the Central Glass Co. The plant is running full. Some new creations in etched ware will be ready for the fall trade. In new pieces, covered puff boxes are being shown, these coming in two sizes. These, together with a new six-inch vase will be shown in both cut and etched treatments.



The Tarentum Glass Co. is closing
Tarentum, Pa. a very good half-year of business. In order to add to the line for the fall trade it is planned to show a number of new items, which might be classed as specialties.



Many improvements will be
Morgantown, Pa. made to the plant of the Economy Tumbler Co., during the summer stop. A new battery of lehrs will be built and a new furnace will be ready for the next fire. A new line of etched ware will be ready, the first pieces of these being completed.

The Crystal Tumbler Co., which was incorporated last March with Geo. W. Fry, I. C. White, E. D. Tumblin, E. M. Grant and A. W. Lorenz as incorporators is offering the stock to residents here. Already two hundred shares at \$100 each have been taken. A condition of the stock purchase provides that the factory must be started within six months from May 1, 1910.



The factory of Krantz, Smith & Co.,
Honesdale. resumed operations Monday. The duration of the strike had caused the company's officers to consider a move to Deposit, N. Y., or some other suitable location, and negotiations were well under way. Whether the resumption of

work will cause these negotiations to be dropped is not known at this time.



The Wayne Cut Glass Co., of Honesdale, Pa., commenced work here with thirty-five hands last week. Later, the plant will employ fully one hundred people.



Wm. Gibbs of Hawley, Pa., has
Stroudsburg, Pa. begun the construction of a new building here which he will devote to the cut glass business.



The Fostoria Glass Co., will shortly
Moundsville. erect a handsome office building on the corner of First and Grand avenues. The building will be two-stories in front and four in the rear, this being due to the grade of the site. The first floor will be used for offices, and the second floor as a display room, this latter being one of the features of the building.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g May 25, '10	Correspond- ing period 1909	Exports Jan. 1 to May 25, '10	Correspond- ing period 1909
Boston	476	902	3189	3093
New York	639	614	3270	2077
Baltimore	896	1767	6336	7027
Philadelphia.	709	395	2471	2367
New Orleans.....	165	467	687	1360
Newport News ..	.....	81	55	557
San Francisco ..	.....	.....	.....	96
Portland (Me.)..	.....	.....	992	1871
Galveston	12	97	322	448
Portland (Or.)..	.....	95	.....	95
Inland Points	117	221	1056	516
Total	3014	4639	18378	19537

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

TO	Shipments week end'g May 28, '10	Correspond- ing period 1909	Exports Jan 1 to May 28, '10	Correspond- ing period 1909
New York	135	144	3153	3743
Boston	152	153	2942	2852
Philadelphia.	137	157	2329	2582
Baltimore	145	561	6538	7462
San Francisco ..	.....	55	.....	151
New Orleans.	134	33	445	1352
Portland (Me.)..	.....	.....	591	1943
Galveston	4	.....	287	431
Newport News ..	.....	.....	55	557
Portland (Or.)..	.....	.....	.....	55
Inland Points	126	49	1075	703
Total..	833	1152	17415	21831

Among the Potteries

East and West

Many of the pottery salesmen are **East Liverpool and vicinity.** arranging to spend a brief season at the home office during the next six weeks, arranging trunks for the early fall trips. The manufacturers, so it is announced will show a higher grade of treatments on dinner shapes for the last season of the year than those prepared for the first six months. The buyers are demanding better goods. This is true even of the five-and ten-cent trade. The department stores are also seeking the costlier patterns, declaring the retail buyers demand something better. Because of this condition, the manufacturers are using every endeavor to improve body, glaze and decorations.

* *

Ex-State Senator G. F. Hankins, of Lexington, N. C., and southern representative for the Globe Pottery Co., has been in the district for a few days. "To tell the truth, trade is somewhat off in the South," said he. "But, we are booking a lot of small orders, and the aggregate for the first six months of the year will be about normal."

* *

New treatments are to be shown by the Knowles, Taylor & Knowles Co., on both their new Lotus and Ramona dinner shapes July 1. For several months the managers of the decorating departments have been busy making selections. It is said one of the most elaborate assortments of dinner patterns ever shown by this firm will be ready for the trade next month.

* *

The summer shut-down in the pottery districts will be very brief this season, the extreme length of the holiday being two weeks. A number of potteries will only be idle long enough to take an inventory.

* *

A public playground has been established on the old Union and Wylie pottery sites. The Union pottery was last owned by George L. Moreland, one of "Carnegie's young partners," and his associates.

* *

J. W. Irwin declares that trade with the Edwin M. Knowles China Co., for May and June is up to the sales of 1909 for the same months. Dinner ware, which is the specialty of this firm is now being used by all the larger department stores in the country.

The open stock treatments have had a good sale all season.

* *

Clarence Bauman, general sales-manager for the Globe Pottery Co., has returned from a brief business jaunt to New York.

* *

Sixty shares of stock of one of the smaller pottery corporations in this district were offered for sale during the past week. The owner is retiring from the company to take up other lines.

* *

Ed. Unger, of New York city, eastern representative for the United States Pottery Co., Wellsville, has been spending a few days in the district, arranging for new fall lines.

* *

The export trade of some of the potteries in the Eastern and Central Ohio districts has been gradually increasing. For ten months past the exports of semi-porcelain, stone and chinaware totaled \$723,926, against \$659,555 for the preceeding ten months. The exports of pottery for April totaled \$56,360 while the exports for April, 1909, amounted to \$62,214.

* *

Among the buyers in the district during the past ten days were Mr. Emanuel, of San Francisco, and D. N. Smith, with W. L. Millner & Co., Toledo, O. Buyers report a general improvement in western trade, both wholesale and retail.

* *

Sales of yellow ware and rockingham have been holding up very well this season, all potteries making such lines in this district being busy. There is a demand for the covered brown tea pot, while bowls have also had a very steady run.

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W. L. Gerald, of Peoria, Ill., who represents the Globe Pottery Co., in the Middle West is spending a fortnight at the home office. He will start on the road again in July.

* *

A plain print decoration with a gold hair line around the edge is a new form of treatment on the St. Regis dinner shape of the Smith-Phillips China Co. A feature with this print offering is the fact that buyers can order it in any color they desire.

The idea is a revival of an old one and it is having a good sale. Henry Benedikt, New York representative of the company, has been spending a few days at the factory.

* *

The purchase of the former plant of the Bradshaw China Co., at Niles, O., by William H. Tritt, formerly of this city is creating considerable comment in the district. Mr. Tritt was for many years connected with the Sebring pottery of this city, now the Warner-Keffer plant, and left there to go to the Crooksville China Co., of Crooksville, O. He remained in charge of that plant until now. The Bradshaw plant which cost \$50,000 two years ago, has been idle for several years and went the road of the courts. It was bought for \$19,400 at a receivers' sale. It is said this plant will be started at once. Who will succeed Mr. Tritt at Crooksville, is not announced.



Sanitary Pressers, who are members of **Trenton.** the National Brotherhood of Operative Potters, want a wage increase of ten per cent and a resolution to this effect will be presented at the annual convention of the Brotherhood at Atlantic City, the first week in July. Operators and manufacturers alike are loath to discuss the move, preferring to await the result of the convention's deliberations on the subject.

Interest among the potters of this city is still centred on the candidacy of former Mayor A. V. Gilbert, of East Liverpool, for the presidency of the N. B. of O. P., against T. J. Duffy, the present incumbent, and during the past few days several of local unions have had the matter up for discussion. At a recent meeting of the local No. 36, a resolution was passed expressing the utmost confidence in the integrity and ability of President Thomas J. Duffy.

The resolution seems to be the sentiment of practically all the local bodies, though Local No. 45, at its last meeting filed the appeal of the Gilbert adherents, thereby permitting the delegation to the convention to remain unpledged.

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The body of Michael Lynch, an operative formerly employed at a pottery at Bordentown, was found along the bank of the canal near the plant of the New Jersey China Pottery last Sunday morning. Death was caused by heart disease.

* *

Francis Bazley Lee, president of the Trent Tile Co., and Mrs. Lee celebrated the fifteenth anniversary of their wedding last Saturday. Mr. and Mrs. Lee are now on an extended tour in the South.

* *

John M. Pope, general manager of the Mercer Pottery, is attending the commencement exercises at the Princeton University where his youngest son Stanley Leroy Pope is one of the honor men in the graduating class.

Arthur Perkins, one of the best known decorators in this city, died at his home here on Saturday night of typhoid fever, after an illness of eleven weeks. A widow and six children survive.

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W. A. Cawley has resigned his position with the Phoenix Pottery Co., of Bordentown, and has joined the selling force of the American Sanitary Works, with plants in this city and Washington, N. J.

* *

Mrs. Annie Manser, mother-in law of Harry S. Maddock, of the Thomas Maddock Sons' Pottery, died on Monday morning at the summer home of Mr. Maddock, near Pennington, aged seventy-five years. Three sons, Joseph, Edward and William all prominent in the trade, survive.



Ground is to be broken at once **Cannonsburg, Pa.** for the construction of a new seven-kiln pottery near the Cannonsburg pottery. It is expected to have the plant in operation late this fall. It will be managed by the same officials who have charge of the Cannonsburg plant.



The National Sanitary Pottery **Evansville, Ind.** Co., of this city will erect an addition to their plant at a cost of about \$100,000.



George Hook, of Pittsburgh and D. **Columbus, O.** E. Putnam, of this city, have bought the former plant of the Bell Pottery Co., in East Columbus, for \$75,700. The property is now in the hands of the bondholders. The real estate that was bought with the plant will be sold. It is not related whether or not the pottery will be operated.



The Nelson W. McCoy Pottery Co., **Roseville, O.** is having plans prepared for an additional pottery that will cost \$20,000 or more.

FALL EXCURSION DATES.

MERCHANTS' reduced rates to New York city from Trunk Line territories have been authorized for the fall, 1910, meetings of the Merchants Association, of New York. The special rate will be a fare and one-half for the round trip, being granted on the certificate plan. The rates will be effective from each territory on the following sixteen selling dates: July 16-29 inclusive; August 13-16 inclusive; August 27-30 inclusive; September 10-13 inclusive, with the usual fifteen-day return limit.

KNIGHTS OF THE ROAD, MEET.

RAIN dampened the order as well as the clothes of the United Commerical Travelers, who held a three days council at Manhattan Beach, last week. Ten thousand members were expected and arrangements were made to entertain them. The weather was so bad that the attendance was much less than was expected. But the ball and the banquet were great successes. A monster parade through the streets of New York had been scheduled but was called off on account of the rain. The next meeting will be at Buffalo. The board of trade of Buffalo has promised to do everything possible to give the boys a good time, and has also guaranteed expenses.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 14, 1910.

ANTWERP

180 packages glassware	B Guntzel
16 " "	Fensterer & Ruhe
28 " "	Strobel & Wilken Co
408 " "	Miscellaneous Orders
56 " earthenware	G F Bassett & Co
19 " "	Koscherak Bros
47 " "	L Straus & Sons
7 " "	L D Bloch & Co
33 " "	J Wygand & Co
69 " "	Strobel & Wilken Co
1 " toys	Geo Borgfeldt & Co
27 " "	C B R uss
24 " "	Bawo & Dotter
272 " "	Strobel & Wilken Co
51 " "	Miscellaneous Orders

BREMEN

5 packages glassware	L Straus & Sons
6 " "	Samstag & Hilder Bros
132 " "	Miscellaneous Orders
39 " earthenware	Strobel & Wilken Co
27 " "	Geo Borgfeldt & Co
1 " "	Bawo & Dotter
71 " toys	Geo Borgfeldt & Co
4 " "	R H Macy & Co
8 " "	L H Mace & Co
114 " "	Strobel & Wilken Co
241 " "	Miscellaneous Orders

HAVRE

35 packages chinaware	Wm Guerin & Co
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LIVERPOOL

2 packages earthenware	The Rowland & Marsellus Co
2 " "	J Wygand & Co
9 " "	E Boote
8 " "	H C Edmiston
22 " "	G F Bassett & Co
16 " "	George Hamilton
18 " "	Maddock & Miller
13 " "	Miscellaneous Orders
15 " glassware	Meakin & Ridgway
5 " "	W H Plummer
2 " "	Miscellaneous Orders
10 " toys	Strobel & Wilken Co
28 " "	Geo Borgfeldt & Co

LONDON

6 packages toys	Geo Borgfeldt & Co
41 " "	Strobel & Wilken Co
11 " "	Miscellaneous Orders

HAMBURG

31 packages glassware	Fensterer & Ruhe
26 " "	B Illfelder & Co
4 " "	L Straus & Sons
2 " "	Koscherak Bros
13 " "	O Goetz
476 " "	W R Noe & Sons
4 " "	Frank & DeKeyser
37 " "	Strobel & Wilken Co
119 " "	Miscellaneous Orders
12 " chinaware	Bawo & Dotter
63 " earthenware	Bawo & Dotter
8 " "	F Bing & Co
38 " "	L D Bloch & Co
10 " "	Julius Palme
96 " "	L Straus & Sons
12 " "	J Wygand & Co
3 " "	Froeber & Vollrath
1 " "	B Illfelder & Co
5 " "	W R Noe & Sons
7 " "	Samstag & Hilder Bros
40 " "	Geo Borgfeldt & Co
47 " "	Strobel & Wilken Co
117 " "	Miscellaneous Orders
9 " toys	B Illfelder & Co
7 " "	Samstag & Hilder Bros
197 " "	Strobel & Wilken Co
170 " "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co

ROTTERDAM

74 packages earthenware	Geo Borgfeldt & Co
28 " "	L D Bloch & Co
8 " "	Lazarus, Rosenfeld & Lehman
72 " glassware	Geo Borgfeldt & Co

SOUTHAMPTON

246 packages chinaware	Haviland & Co
29 " "	H Creange
5 " "	Bawo & Dotter
50 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

49 packages earthenware	Jones, McDuffee & Stratton Co
85 " "	Mitchell Woodbury & Co
3 " "	Rowland & Marsellus Co
8 " "	A W Chesterton
5 " "	Ed Butler
5 " "	Richard Briggs Co
3 " "	Geo Borgfeldt & Co
2 " "	Miscellaneous Orders

NAPLES

120 packages earthenware	Miscellaneous Orders
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GLASGOW

2 packages earthenware	Miscellaneous Orders
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HAMBURG

2 packages earthenware	Jones, McDuffee & Stratton Co
8 " "	Patterson Wyld & Co
13 " "	R F Downing & Co
29 " "	L Wolf & Co
7 " "	A W Chesterton
7 " "	Ocean Transit Co
24 " "	W N Proctor & Co
10 " "	Wm R Noe & Sons
64 " "	F W Woolworth
12 " "	Bawo & Dotter
231 " "	National Despatch Co
14 " "	Geo Borgfeldt & Co
51 " "	American Express Co
109 " "	J B Moors & Co
47 " "	Miscellaneous Orders

KOBE

38 packages earthenware	Jones, McDuffee & Stratton Co
60 " "	Houghton & Dutton

BUSINESS BRIEFS.

William S. Mildon is closing out his large crockery store at Eastport, Me.

* *

Watson & Lockwood have engaged in the house-furnishing goods business in Chamberlain, S. D.

* *

At Rosewood, O., Ephriam Buroker has opened a store wherein pottery and glassware is handled.

*

S. P. Groat & Co. has succeeded to the house-furnishing business of James Stockham, Broken Bow, Neb.

* *

The Colonial Trust Co., Pittsburgh, Pa., on June 4 was appointed receiver for the Star Enameling and Stamping Co.

* *

Brinsmaid & Co., crockery dealers, Des Moines, Iowa, had a fire on June 11th, which partially destroyed their wholesale store. They were insured for \$25,000.

* *

Taylor Bros. have succeeded to the business of C. H. Virden, at Twin Bridges, Mont., and are handling pottery and glass in connection with their hardware business.

* *

The Huff-Proctor Hardware and Furniture Co., has been formed at Marshall, Mo., with a capital stock a \$12,000. Housefurnishings and domestic pottery will be featured.

.

The Hack-Sanner Hardware Co., of Shamokin, Pa., large dealers in domestic pottery, glassware and housefurnishing goods is erecting a three story concrete warehouse.

* *

The Independent Five- and Ten-Cent Store Co., a corporation located in New York and having stores scattered all over the country has chosen Zanesville as a location for one of its many stores.

* *

One hundred and fifty hands were thrown out of work June 4 by the collapse of a large furnace at Moore Brothers' Glass Works, Clayton, N. J. The company will not rebuild this season.

* *

The Chicago-Racine Aluminum Brass and Iron Works, Chicago, has been incorporated to manufacture metal specialties; capital, \$16,000. Incorporators: Elmer E. Jackson, Clyde C. Colwell, Cyrus H. Adams, Jr.

* *

The Wadsworth Stores Co.; Corporation Trust Co., of America, has been incorporated with \$20,000 capital. Incorporators: William J. Maloney, Millard C. Taylor, E. Butterworth Davis, all of Wilmington, Del.

* *

The Howard Glass Works, of New York City,

has been incorporated with a capital stock of \$6,000. Incorporators are: S. H. Blower, L. G. Blower, F. Blower. The office is at the corner of Greenwich and Dey streets.

* *

The committee of the United States Glass workers, of San Francisco, Cal., appointed to select a suitable site for a permanent camp for members out of work or on a vacation, have selected a place on the banks of the Pennsylvania river.

* *

Frank Cordts Furn. Co., of Hoboken, N. J., are preparing to move into their new store, which they are constructing and will be ready to occupy in a short time. They carry complete lines of china, crockery and housefurnishings.

* *

Robert Powell, of the cut glass factory, Batavia, N. Y., has donated to the Alert Hose Company, of which he is a member, a glass trumpet which he cut himself. The trumpet is of the size of an ordinary silver trumpet and is very beautifully designed.

* *

The Waud Manufacturing Co., New York City, has been incorporated to manufacture lamps, mirrors, electrical supplies, articles for heating and lighting, etc.; capital, \$10,000. Incorporators: E. L.

The Irving Cut Glass Co.

wishes to announce that they now have a sample assortment making a barrel of their leaders.

Photographs and price list of this special assortment can be obtained by writing

F. W. REICHENBACHER,

Agent,

25 West Broadway, New York.

The Irving goods are known throughout the country for their excellent finish.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

Dolder, V. Chessman and W. A. Walling, all of New York.

* *

The Henry Morgenthau Co., has leased for a term of twenty-one years, with privilege of renewals a large plot at the northeast corner of Westchester and Third avenues, New York. The property has a frontage of 146 feet on Third avenue and 100 feet on Westchester avenue and a depth of 90 feet. The lessee will erect on the site a building to be used as a five-and-ten-cent store. According to a report, the aggregate rental for the first term will be about \$500,000.

* *

A number of citizens met last week in the parlor of the Lock Haven, N. Y., club to consider the proposition of a reliable concern to locate a cut glass plant in Lock Haven. Wilson Kistler was chosen chairman and W. A. Kinsole secretary of the meeting. The proposition of this concern, which has been in business for more than ten years, was discussed, after which a soliciting committee was appointed to ascertain if the people of Lock Haven will subscribe for \$25,000 of six per cent preferred stock of this company, which proposes to increase its capital stock from \$50,000 to \$100,000 for the purpose of extending its business. The \$25,000 asked of Lock Haven is for the purpose of erecting a plant in this city.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—The services of a first-class glass salesman, with thorough knowledge of the electrical and gas glassware. Apply by letter, giving reference to the STEUBEN GLASS WORKS, Corning, N. Y.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON, CHICAGO AND ST. LOUIS. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

1,000 STANDARD gummed parcel labels, such as, "glass, handle with care." Small size, only twenty-five cents; large size, seventy-five cents per thousand. CHAS. W. SINES, 2650 Iowa street, Chicago, Ill.

FOR SALE—Two Caulkins china kilns—one extra large revelation, one special No. 7 in first-class condition. A great bargain. Address SOLAR ELECTRIC CO., 164 East Lake Street, Chicago.

FOR SALE—Glass receipts, also patent for glass bottle stopper, property of the late Alphonse Peltier. MRS. L. PELTIER, 185 Wyona St., Brooklyn, N. Y.

FOR SALE—Twelve sample trunks in good condition Will sell cheap as we do not need them in the sanitary business. RIVERSIDE POTTERIES CO., successors to the Wheeling Potteries Co., Wheeling, W. Va.

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NEW YORK, JUNE 23, 1910.

THE CONDITION OF BUSINESS.



The spurt of trade which has favored New York the District for the last ten days or two weeks seems to have taken wings and flown away in the big storm which deluged the city on Saturday, and once more the District has relapsed into the usual summer quietness. In and around New York there is almost no business. The retail stores are complaining as well as the wholesalers, and yet business is no worse than it is at the latter end of June in any year.

Vacations are now in order and many of the salesmen who have been traveling with trunks are now packing their grips for rest and vacation. The few visitors who graced the District with their presence almost invariably said that they were not here for business but for a little recreation. Some of them however, managed to place a few small orders.

Our reports from manufacturing centres also show that the summer season is on. In a few days nearly all the factories will be closed down for periods varying from a week to a month. Probably the average will be two weeks. This shut-down is significant. If business was as dull as some reports would make it, there would be a longer period of idleness in Trenton, Pittsburgh and East Liverpool.

As far as general conditions are concerned there is very little change. The warm weather which came so suddenly has had the effect of sending city resi-

dents to country and seaside resorts, and the hotel business in such places has greatly improved. Vegetation which was somewhat backward on account of the cold and wet weather has fairly leaped from the soil, and the prospects for good crops are excellent.

Everybody is now looking for a good fall business. Preparations are being made on a large scale for a good trade in crockery and glass. The general impression is that as the late spring trade was none too good, buyers should be in the market early. Returning travelers from the South and West generally bring reports that are very favorable. From certain specific sections there may be a little dullness reported; but on the whole the outlook is exceedingly encouraging. With this prospect in view some travelers are preparing to get on the road very early in July.



It is rather pleasing to note that East Liverpool and Vicinity. some of the larger department store buyers are anticipating their wants. Many orders for August and September delivery have been booked this week, while a few orders have been booked for October shipment. These orders are for large open stock business. Most of the open stock business now being received here is for matchings—the worst business for the manufacturers to fill. The buyers want as low as one

piece of one or two treatments in order to fill wants at their stores.

The mails are bringing in very little business nowadays. Many of the potteries will close Saturday for a fortnight while others will not stop before July 2nd. Collections are not up to normal with some offices. Present apathy in the trade is expected to continue for several weeks.

There has been no improvement in business here during the past week the summer season being felt by the manufacturers to some extent. The majority of salesmen are home and are keeping busy by preparing new lines for the early fall trips. Manufacturers report collections very good. While most of the factories continue to be busy, in all likelihood the annual summer shutdown will occur in about two weeks.

Orders with glass manufacturers at this season are about as good as could be expected. There is not much new business coming in, but many plants are operating on old contracts. There has been no change made in prices. It is said, however, that new quotations will be made on some lines before September.

AT PITTSBURGH.

THE most remarkable display of brass goods and portables, the latter being both gas and electric, was that in the banquet room at the Seventh Avenue Hotel last week in charge of T. R. Barnes, representing Edward Miller & Co. The display was the largest ever made in a hotel. There were more than 400 pieces in all, and more than 200 of these were complete portables—shades and standards. The cast overlaid work on the standards attracted marked attention. It required twenty-three trunks for this exhibit.

W. W. Lang, of the Pittsburgh office of Kinney & Levan, has returned from a three week's trip through Western Pennsylvania and Eastern Ohio, during which pleasure was combined with business. The trip was made in an automobile and Mr. Lang was accompanied by Mrs. Lang.

George H. Sylvia, representing the Pairpoint Corporation, of New Bedford, Mass., occupied two rooms at the Hotel Henry for his display last week, showing domes and portables, rich cut glass and

silver plated ware of rare beauty. The new effects in domes shown by this firm are rare glass art.

J. P. Gordon, showing the Jones, McDuffee & Stratton lines has been registered at the Ft. Pitt Hotel.

William Huber displayed his Syracuse pottery lines of rich cut glass.

C. C. Graham, sales manager for the Benedict Co., of New York, was showing a neat line of new effects in brasses at the Hotel Henry.

W. E. Knowles had a very neat display at the Hotel Henry of the open stock dinner patterns carried by the J. Pouyat Co., of New York. These French lines were very attractive to buyers.

A. L. Blackmer has left after showing the cut glass of the A. L. Blackmer Co., of New Bedford, Mass.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g June 4 '10	Correspond- ing period 1909	Exports Jan. 1 to June 4, '10	Correspond- ing period 1909
Boston	204	134	3513	3227
New York	136	199	3451	2307
Baltimore	27	298	6508	7455
Philadelphia	45	17	2873	2384
New Orleans	19	92	785	1482
Newport News .....	...	194	55	751
San Francisco .....	...	...	...	151
Portland (Me.)	30	...	1022	1871
Galveston	225	...	551	448
Portland (Or.) .....	...	...	...	95
Inland Points	74	...	1256	516
Total	760	934	20014	20687

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g June 4, '10	Correspond- ing period 1909	Exports Jan 1 to June 4, '10	Correspond- ing period 1909
New York	136	199	3829	3942
Boston	204	134	3146	2986
Philadelphia	45	17	2374	2599
Baltimore	27	298	6565	7760
San Francisco .....	...	...	...	151
New Orleans	19	92	464	1444
Portland (Me.) .....	...	...	591	1943
Galveston	725	...	1012	431
Newport News .....	...	194	55	751
Portland (Or.)	30	...	30	55
Inland Points .....	...	...	1075	703
Total ..	1186	934	18601	22765

The New York Crochery and Glass District.

The fall season offers a fine opportunity to the dealer to reap a harvest on novelties of merit, suitable for gifts. On the front page of this week's issue, the attractive advertisement of the Utopian Silver Deposit and Novelty Co. will prove of interest to dealers who are looking for something popular and high grade in this line. The special \$50.00 assortment of thirty-one pieces should be investigated. Many attempts have been made to produce glass and china with a silver deposit with varying success. The Utopian company have succeeded in making a heavy deposit in beautiful designs which stays on. Dealers who have bought came back for more which is the surest sign that the goods are right.

A number of manufacturers of gas and electric shades gathered at an up-town hotel last week. It was an annual affair where matters of interest to the manufacturers were gone over, but nothing was given out for publication, as the matters discussed did not particularly concern outsiders.

Cox & Lafferty, still have some import samples to close out, consisting of fancy china, lemonade and wine sets, gold decorated glassware and Japanese vases. Buyers will find these samples very attractive. Liberal discounts have been made to move them quickly.

The ground floor front of the building at 43 Barclay occupied by Vogt & Dose, and at 45 under Haviland & Co., has been replaced by a temporary one while the foundations are being strengthened. Improved display windows will be put in.

Paul Joseph has received a substantial consignment of new samples from the Millersburg Glass Co., which embraces items in Crystal and Radium table ware, appropriate for the summer trade. They include lemonade, claret, berry and salad sets, nappies, bowls, and novelties. The wonderful colorings on the Radium glass are new and distinct. Swung vases, water and claret jugs, with tumblers to match, nap-

pies, bowls, and punch sets, have added considerable strength to the famous Radium ware, and finally, the colonial ware has received similar accessions, which make Mr. Joseph's lines stronger than ever before.

Edward Boote opened a new dinner service in Cauldon China this week that is a confection. It is a plain shape having a narrow band in turquoise blue on the edge. This is overlaid with small roses. On the shoulders are garlands of roses. It is one of the choice patterns of the year so far.

L. D. Bloch & Co. had a window display this week that attracted much attention. The window was arranged as a jungle with electroliers for trees and green crepe paper for grass. A bronze figure of Col Roosevelt depicting him in the act of firing at a bronze lion, was very realistic, despite the fact that the lion was rather larger than the man. Small American flags gave a patriotic air to the scene.

Edward O. Coles, general sales agent of J. Morgan & Sons, has just received a large variety of new designs in electric shades suitable for two and a quarter and three and a quarter inch holders, junior Welsbachs, inverted gas and shower lights. The glass is particularly clear and the designs are up to date and beautifully colored.

The report is current that John Claflin has purchased the well-known wholesale and retail dry goods house of Lord & Taylor, located at 901 Broadway, running through 129-131 Fifth avenue, and that the business was to be turned over by Mr. Claflin to one of his big dry goods combinations, either the United Dry Goods Companies or the Associated Merchants' Company. Mr. Claflin says the report is premature but if the sale was effected it would be a personal affair.

Hugo H. Freudenfels, of the Art China Import Co., is renewing quite a number of good-sized orders, in response to his new catalog, which is being sent to

the trade. The new "Palatin" shapes have undoubtedly "caught on" as they are receiving recognition wherever shown. As a sample of the moderate price of "Palatin" china, the company is offering a sixteen-piece breakfast set, decorated with broad encrusted coin gold etched monogram for \$30. The set is very handsome and the decorations show up clear against the glazed body of the china.

With the close of the sale at auction of the furnishings, kitchenware and crockery of the Cafe de l'Opera, on Forty-second street, which began last Friday, the restaurant has become a memory. Glassware, chinaware, kitchen utensils etc., valued at more than \$35,000 were disposed of. Many restaurant keepers and crockery dealers, in their eagerness to pick up bargains paid more than the original cost of the crockery and glassware, due to competitive bidding.

Chr. Clauson-Kaas has just received a stock of Copenhagen blue fluted dinnerware to fill future rush orders. Mr. Clauson-Kaas has found that some of his customers inadvertently permit their stock of this ware to become exhausted, and that sales are thereby lost. By carrying a stock on hand he can now ship limited quantities immediately and thus replenish the dealer's exhausted stock until the import shipments arrive.

Jos. Burroughs, has taken the agency for the vacuum carafe made by the Vacuum Specialty Co. He is making his headquarters in room 47 at 25 West Broadway.

Business took quite a spurt with L. Straus & Sons last week. Intermingled with the stock orders received, a few extremely belated import requisitions were included. The buyers who have called recently have expressed their approval of the many varieties of dinner sets, etc. in a substantial manner, by placing orders with the firm. The Straus Knights of the Road are without exception very optimistic, and this feeling in conjunction with the Straus standard of quality is a hard combination to beat.

Fire broke out at noon Tuesday in the five-story building at 36 Warren street, occupied by H. Rosenstein, a wholesale dealer in toys, dolls, fancy goods, etc., which completely gutted the structure. The twenty-eight employees escaped. Business was suspended on the street for three hours, and there was great danger for a time of the conflagration spreading to the nearby building of H. G. McFaddin & Co. at No. 38 and L. Straus & Sons at No. 42.

The Rosenstein concern immediately secured temporary quarters at 35 Warren street.

AT BOSTON.

It has been most unseasonable weather for retail business, raining practically every day. In fact there have not been ten sunny days for the past two months. "June Wedding" sales of china and cut glass are still being liberally exploited but the return has not been any too large. Importers and wholesalers report the past week's business as "seasonable" with a fair volume of post-dated business.

William L. Tickell, road knight of the International Pottery Co., Trenton, N. J. was in our midst last week, and paid his respects to the CROCKERY AND GLASS JOURNAL (Boston office). Mr. Tickell is having a very satisfactory tour which is exceedingly gratifying to him at this season of the year.

Reginald C. Heath, member of the firm of Bigelow, Kennard & Co., has returned from a visit to the New York market, where he was looking over quite a number of the expensive lines. J. H. Cecil Watson, manager of the Art department, will soon enjoy a brief respite from business cares at Montreal, where he is planning to pass a week's vacation.

W. M. Pingree, the Boston agent of the Tajimi Co., importers of Japanese goods, recently returned from a New England trip. Their blue pattern china with dragon pattern is selling extensively, as it is possible to make up a dinner set from the many pieces.

A coterie of well known china and glass buyers and wholesalers passed the Seventeenth of June (a holiday here) at the Country Club Races, where they exchanged opinions and a little of the U. S. Mint output on the prancing ponies. Taxies conducted the guests to the grounds and a dinner at the conclusion of the races ended the day's doings. It was certainly a merry party, as one can see from the following: Pat Hanley, L. A. Fletcher, J. J. Curry, Eddie Hamblin, H. B. Hollis, Mr. Ford, Tim O'Connell and Henry T. Edwards.

C. W. Davidson, president of the Thomas Long Co., sailed on a buying trip through Europe.

One of the visiting buyers this week was Mr. Lyons, of the Dawson Co., Providence, R. I., who spent considerable time inspecting the local lines.

Houghton & Dutton Co. have just received sixty cases of Japanese porcelains, a part of the purchase made by J. J. Curry when he was in Japan. This lot is being featured by extensive advertisting. Mr. Curry said the pay of the best china painters was forty cents a day, or eighty yen, with the common pottery laborer receiving but a few yen a day. Mr.

Curry's hotel bill was 1000 yen a day (\$5) for which he got rather poor accommodations at that. "Give me the U. S. every time," added Mr. Curry. Another big shipment of Japanese goods is expected soon which will likewise be vigorously pushed. This company is also disposing of their remaining stock of the bankrupt China Hall, which they are selling "at one-quarter less than manufacturer's cost."

A. Steffen, head designer of the Pairpoint Corporation, New Bedford, expects to embark for Europe in the near future.

H. J. Smith, representing Cox & Lafferty, has returned from his New Jersey and New York trip, which he reported as very successful. He will remain here for a few days, then going on a vacation-trip for several weeks. The Adirondack mountains will be his haunt. Beginning with next season, Pennsylvania will be added to Mr. Smith's territory, which now comprises New Jersey and New England.

A recent verdict in favor of D. J. Mahoney and wife against the Boston Elevated Railway for injuries to Mrs. Mahoney, awards her \$15,000 while Mr. Mahoney receives \$250 for loss of services. The accident occurred four years ago but the slowness of the local courts require about this time for the average case. Mr. Mahoney is with Henry T. Edwards of the Fostoria Glass Co.

"Pat" Hanley has been tearing off considerable mileage lately, last week making three trips to Providence, where he succeeded in landing some good glass orders.

Another Providence frequenter is H. B. Hollis of the Cambridge, (O.) Glass Co. who also caught several extra orders.

E. J. Tucker, road traveler for Chase & Francis, has returned from an extensive pleasure trip through South Carolina.

W. J. Noble, of John Davison, New York, paid his respects to the trade recently.

S. M. Averill, lamp buyer for Jordan Marsh Co., has arranged a dainty display of exclusive pottery and bronze lamps—only one of a pattern. This with Damascus lamps and tall glass colonial styles with cretonne shades makes an extremely handsome department. Mr. Averill says a big volume of retail business is being transacted with Japanese lanterns.

"Ten cents for a gold fish, bowl, water and plant" is what is attracting the crowds to the glass department of Henry Siegel Co. Harry T. Hollender has just purchased a number of fish and bowls, which at the low price, are selling rapidly. September is

the real season for gold fish, when this company will run a great big sale with a stock of 50,000 fish. Incidentally this will take quite a few thousand glass bowls. In dinnerware, the Siegel Co. is pushing "openstock," patterns at one and a third off. "Openstock," they say, means patterns we will have in stock for the next ten years." Mr. Hollender commutes daily between here and his summer home at Point Allerton, Nantasket Beach.

MAY RESUME BUSINESS.

THE prospects for the re-opening of the Wellsburg Glass & Manufacturing Co., of Wellsburg, W. Va. are very bright. John Emblem, of Omaha, Neb., one of the largest owners of the company and D. W. Baird, of Wheeling, late receiver for the company, were busy last week examining the plant and getting things in shape for an early resumption of business.

Capitalists have been interested, with the result that the members of the firm are confident that if they receive a little encouragement from the citizens and the local board of trade, the plant would be in operation in a very short time.

DUTY ON CERTAIN BASKETS LOWERED.

IN partially sustaining protests filed by A. L. Tuska and others, the board of United States general appraisers decided on June 17 that bags and baskets of split bamboo, shavings of wood, and wistaria are dutiable at the rate of thirty per cent, whereas the claim of the government was for duty at the rate of thirty-five per cent as "manufactures of wood."

OBITUARY.

HUHO. E. KUELLENBERG died at his home on Lexington Ave., this city on June 11. He was born in Sollingen, Germany on March 9, 1867, where his father was a prominent cutlery manufacturer. Geo. Borgfeldt was an old friend of the elder Kuellenberg and taking a fancy to Hugo brought him to America in 1883, putting him in his cutlery department, where he soon became manager. Later when Geo. Borgfeldt & Co., abandoned that department Mr. Kuellenberg was made general salesman. He became interested in the china department and was active in that until he died. He was a prominent member of the Liederkrantz Society and was a Shriner. He was a very popular man, but never married.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 21, 1910.

ANTWERP

2 packages glassware.....	B Gunthel
1,661 " ".....	Miscellaneous Orders
120 " ".....	C E Wheelock & Co
27 " earthenware.....	Strobel & Wilken Co
151 " toys.....	B Ilfelder & Co
65 " ".....	A Steinhardt & Bro
55 " ".....	Strobel & Wilken Co
164 " ".....	Miscellaneous Orders

BREMER

17 packages glassware.....	L Straus & Sons
277 " ".....	Miscellaneous Orders
11 " earthenware.....	Geo Borgfeldt & Co
1 " ".....	L Straus & Sons
36 " ".....	Karl Hutter
49 " ".....	Strobel & Wilken Co
80 " ".....	Miscellaneous Orders
8 " chinaware.....	C E Wheelock & Co
54 " toys.....	Geo Borgfeldt & Co
58 " ".....	F A O Schwartz
2 " ".....	F W Woolworth
8 " ".....	Bawo & Dotter
7 " ".....	C B R uss
132 " ".....	Strobel & Wilken Co
150 " ".....	Miscellaneous Orders

GLASGOW

5 packages earthenware.....	W S Pitcairn
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GENOA

10 packages earthenware.....	Bawo & Dotter
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HAMBURG

38 packages glassware.....	Fensterer & Ruhe
45 " ".....	J H Venon
1,072 " ".....	W R Noe & Sons
4 " ".....	Lazarus & Rosenfeld
215 " ".....	O O Friedlander
58 " ".....	F Euler & Co
84 " ".....	Eimer & Amend
160 " ".....	Brown Bros
49 " ".....	L Straus & Sons
8 " ".....	M Kirschberger
14 " ".....	Vogt & Dose
8 " ".....	J Wygand & Co
152 " ".....	Strobel & Wilken Co
465 " ".....	Miscellaneous Orders
149 " chinaware.....	Bawo & Dotter
8 " ".....	C E Wheelock & Co
55 " earthenware.....	Geo Borgfeldt & Co
16 " ".....	Froeber & Vollrath
11 " ".....	H Kupper
10 " ".....	J Wygand & Co
1 " ".....	E R Theiler
445 " ".....	F W Woolworth
20 " ".....	O Goetz
20 " ".....	L D Bloch & Co
18 " ".....	Julius Palme
63 " ".....	B Ilfelder & Co
97 " ".....	Bawo & Dotter
4 " ".....	N Wapler
6 " ".....	Samstag & Hilder Bros
73 " ".....	Strobel & Wilken Co
440 " ".....	Miscellaneous Orders
514 " toys.....	Geo Borgfeldt & Co
2 " ".....	Bawo & Dotter
25 " ".....	Samstag & Hilder Bros
70 " ".....	L H Mace & Co
160 " ".....	B Ilfelder & Co
197 " ".....	Strobel & Wilken Co
285 " ".....	Miscellaneous Orders
6 " harmonicas.....	Strobel & Wilken Co

SOUTHAMPTON

47 packages chinaware.....	Wm Guerin & Co
6 " ".....	Bawo & Dotter
40 " ".....	H Creange
11 " ".....	Ceramic Importing Co
24 " ".....	A G Moment
25 " ".....	Miscellaneous Orders

HAVRE

24 packages chinaware.....	Endemann & Churchill
7 " ".....	G F Bassett & Co
28 " ".....	J Pouyat Co
44 " ".....	J H Venon
8 " ".....	Bawo & Dotter
137 " ".....	Miscellaneous Orders
2 " glassware.....	E Utard
3,157 " ".....	Miscellaneous Orders

LONDON

15 packages toys.....	Geo Borgfeldt & Co
5 " ".....	F A O Schwartz
39 " ".....	Strobel & Wilken Co
36 " ".....	Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
5 " ".....	Bawo & Dotter
34 " ".....	Geo Borgfeldt & Co
4 " ".....	Fondeville & Van Iderstine
12 " ".....	Lazarus & Rosenfeld
17 " ".....	Maddock & Miller
8 " ".....	R Slimmon & Co
10 " ".....	L Straus & Sons
12 " ".....	Miscellaneous Orders
27 " toys.....	Strobel & Wilken Co
54 " chinaware.....	C E Wheelock & Co

ROTTERDAM

180 packages earthenware.....	Geo Borgfeldt & Co
18 " ".....	L D Bloch & Co
83 " ".....	Bawo & Dotter
25 " ".....	Lazarus & Rosenfeld
14 " glassware.....	Graham & Zenger
86 " toys.....	B Ilfelder
1 " ".....	Lazarus & Rosenfeld
18 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

69 packages earthenware.....	Jones, McDuffee & Stratton Co
55 " ".....	Mitchell Woodbury & Co
17 " ".....	American Express Co
2 " ".....	Richard Briggs Co
7 " ".....	Meakin & Ridgway
5 " ".....	Ed Butler
15 " ".....	E Boote
1 " ".....	Bigelow Kennard & Co
2 " ".....	Geo Borgfeldt & Co
4 " ".....	Miscellaneous Orders

ANTWERP

51 packages earthenware.....	Jones, McDuffee & Stratton Co
37 " ".....	Stone & Downer Co
26 " ".....	Mitchell, Woodbury Co
10 " ".....	American Express Co
4 " ".....	Jordan Marsh Co
123 " ".....	Geo Borgfeldt & Co
17 " ".....	Miscellaneous Orders

COPENHAGEN

18 packages earthenware.....	Geo Borgfeldt & Co
1 " ".....	Miscellaneous Orders

GENOA

15 packages earthenware.....	Miscellaneous Orders
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POTTERS' SPONGES.

WHEN daily using the sponge, how many potters are there who are aware of the fact that possibly the price of that sponge is a man's life? One of the most dangerous of occupations is that followed by the men who gather sponges.

The best kind of sponges are those coming from the Levant, where some 5,000 men are kept busily at work. It is in the early part of the spring that a tremendous amount of activity is apparent among three or four of the chief islands of the Ægean, as it is then the sponge fleet start for the yearly cruise.

The sponges, of course, grow on rocks under the water, the best of all being obtained at the detached heads of rock in at least eight or ten fathoms of water. It is the object of the men to obtain these sponges without tearing them.

There are three ways of fishing for sponges adopted in the Levant. One is simply by tearing off the sponge with a sort of grapnel, though this is only used in the case of inferior sponges.

Another way is by means of what is called the "gungava," which is little else than an adaptation of the British dredge trawl. The trawl is triangular shaped, the bottom bar being sharpened so as to detach the sponges from the ground, while the movement of the boat naturally sends them into the bag slinging behind.

The third and most popular method is that of diving. The diver carries a heavy stone in his hands. He dives down, the weight of the stone helping him in his descent; having found a good sponge, he tears it off and then releases the weight. The lightness of his body causes him to float to the surface, leaving the weight at the bottom.

Many curious stories are related by the sponge fishers in connection with this diving. For instance, on one occasion a young diver found himself descending to the jaws of a shark. With great presence of mind he allowed the stone to fall into the shark's mouth, while he skillfully turned round and ascended to the surface.

To-day, however, the old order of things has passed away, as the advent of the diving dress has altered everything. Huge syndicates are now operating the fisheries, as an extraordinary state of affairs extends throughout the industry. There is a state of corruption in connection with the sponge fishery which is not realized in this country and which is a disgrace to civilization.

It is well known that in diving at great depths the descent must be gradual in order to allow the body to become accustomed to the pressure of the water. When the diving press was introduced the Greeks found that whereas a man previously could only stay in the water for a minute to a minute and a half, he could now remain for half an hour.

The owners were unwilling to waste the time

which should be allowed for the descent when diving is carried on under proper conditions. Instead, therefore, of lowering a man a fathom a minute they decided to throw him overboard, allowing him to sink like a log. So general is this disgraceful state of affairs that about 80 per cent of the sponge divers suffer from paralysis, eventually total paralysis being their fate. One would imagine that in a civilized country either the Government would have adopted measures to prevent this or the divers themselves would have shown themselves reluctant to undertake such a hazardous profession. Such, however, is not the case. It should be mentioned to the credit of the infidel Turks that Turkey has forbidden the use of the diving dress for sponge fishing.

A few days preceding the departure of the sponge fleet a lamentable spectacle is provided. The divers, like the gladiators of old, are aware that they may never see their native shores again, so they go in for a course of unrestrained debauchery in which they are encouraged by the huge prepayments which they are given them as bribes for their services.

It is commonly understood that a diver will receive 3,000 drachmas (about £100) for the summer fishing, 1,500 of which will be paid him before he sails. He gathers unto him his boon companions and after three or four nights of drunkenness wakes up with a splitting headache to find that he is already far out at sea, with the prospect of serving under a ruffianly master and never getting the remainder of his pay.

To do the captains justice, if they can be said to deserve such, I must admit that they themselves are oppressed by the syndicates, who let out the diving suits with provisions and nets at an exorbitant rate of interest, so that it is practically impossible for the men to secure anything but the smallest profit. If they paid their men full wages they would speedily be ruined.

One may wonder that the men do not mutiny against ill treatment, but it must be remembered that the skipper, or maestro, as they call him, is always accompanied on board by a number of his cousins or near relations, who are always well armed, and so have the whip hand.—*Pearson's Weekly*.

THOROUGHNESS.

TO know every detail, to gain an insight into each secret, to learn every method, to secure every kind of skill, are the prime necessities of success in any art, craft or trade. No time is too long, no study too hard, no discipline too severe for the attainment of complete familiarity with one's work and complete ease and skill in the doing of it. As a man values his working life, he must be willing to pay the highest price of success in it—the price which severe training exacts.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 23, 1910.

PRICE OF GLASS ADVANCED.

OWING to the scarcity and increased cost of small help, and the fact that what is known as cup-foot stemware—such as goblets, wines, clarets, cocktails and goods of that character, require more boys and greater skill than any other class of ware made, the different factories making this kind of glass have restored prices on this to the former list, revoking all discounts.

GETTING PRICES INCOGNITO.

ONE day last week a well dressed man with a very brusque manner visited some of the import houses in the District. As he had about the same experience in several places, one will tell the story. He began by saying he wanted to get prices on china. Naturally he was asked if he was in the trade. Yes, he was in the business alright. He was then asked for whom he was buying, and replied that he was buying for a syndicate having several stores in different parts of the country and wanted best prices on imports.

"Very well" said the salesman, "but for your own protection we like to know to whom we are quoting prices."

"That's all right," said the would be purchaser, "I am the New York representative of the syndicate and in a few days all my buyers will be here and then you will know."

After a little cogitation the salesman thought he would take a chance and showing the lines quoted prices. The visitor did not seem to be any too well posted and again the salesman tried to find out who and what the man was by asking where the various stores were located. This was the answer:

"We have a store in Chicago another in Philadelphia and others in different cities. But you importers make me tired. You want to know our family history and all about us before we know whether we want to buy from you or not. When the time comes I'll tell you all that is necessary."

That man was not diplomatic. If he is all right, he ought to make no objections to giving his proper name and address if he wanted to be sure to get the bottom prices. Salesmen know that it is an old trick for people who have no right to wholesale prices to represent themselves as dealers. This man apparently was what he claimed to be. But suppose he was not?

PERSONAL.

AMONG the passengers on the steamer which brought Col. Roosevelt home was L. P. H. Fisher, of Petoskey, Mich. Mr. Fisher has an acquaintance with Col. Roosevelt and had many chats with him during the voyage. Three other hunters of fame were on the ship and, with the Colonel, talked over some of their experiences. Mr. Fisher was an interested listener to their exploits. He relates that it was wonderful and more interesting than any book or play that could be written. After a few days in New York, he departed for home on Wednesday night.

E. J. Vigneron, who is in charge of the toy department at the Geo. H. Bowman Co., Cleveland, O., arrived in New York on Monday for a brief stay.

John D. Rapelye, with the J. D. Bergen Cut Glass Co., Meriden, Conn., is in the city on his vacation.

W. M. Oddie, of the Geo. H. Bowman Co., Cleveland, O., arrived in New York on Thursday. He has been detained by the illness of his wife.

Henry Saul, with Hollweg & Reese, Indianapolis, Ind., is taking his vacation in New York, and reports that he had a fine trade all the spring.

Miss Julia Lawson, who has been with A. H. Hoag & Co., for eight years left this week. Cause—marriage. She is now Mrs. Harold Keller. Mrs.

Keller was a very efficient young woman in business and as a home-maker will undoubtedly prove equally good. Her husband is to be congratulated.



C. E. Haviland, and his son Paul B. Haviland, of Haviland & Co., are now at their factory in Limoges, have reached the other side the fore part of this week.



Geo. Harrison, salesman for Haviland & Co., and Miss Winifred J. Bowen of Brooklyn were married June 15 and are now traveling through the West on their honeymoon.



Chas. H. Woodbury, Boston, and W. S. Pitcairn arrived in New York from Europe last Sunday night at nine o'clock. Mr. Woodbury departed for Boston immediately.



Alfred G. Moment, representing M. Redon, reached the other side last Sunday on a visit to his factory. He plans to return in about four weeks.



Louis Hollweg, of Hollweg & Reese, Indianapolis, Ind., will sail for Europe June 28. He expects to be in New York a day or two before leaving.



John J. Miller, of Maddock & Miller, and Geo. B. Jones, representing Johnson Bros., of Hanley, Eng., arrived home from Europe on the Carmania, Wednesday, June 22.



John C. Fisher, of the Geo. Bowman Co., traveling force, resigned last week. He was formerly the Jesse Dean representative in New York.



H. S. Clarke, roadster, for Robt. Slimmon & Co., returned to headquarters last week and is now up in the Adirondacks rustivating.



F. H. Cohn and William Robertson of the C. J. and J. B. Warner staff left last week to cover their respective territories.



A. Gredelue sailed for Paris on Wednesday on a combination business and pleasure trip. He will be gone about two months.



Thos. McGrath, of Blakeman & Henderson, returned from a New England trip last Friday and departed again Wednesday to finish up the territory.



E. F. Anderson, of Geo. F. Bassett & Co., is a passenger on the Arabic due from Europe on Sunday next. He hurried through his business as much as possible and the round trip will be completed within about five weeks.

Among the buyers in town since our last issue were the following: D. Saunders, with Siegel Cooper Co., Chicago, Ill.; J. Kling, with Holzheimer & Shaul, Amsterdam, N. Y., and J. Weinberger, Utica, N. Y.



Chas. Baxter, former head of stock at Loeser's, Brooklyn, has gone with the New Gimbel store.



Frank Roessler, of the Roessler & Hasslacher Chemical Co., sails for Europe Saturday, accompanied by his family.



Louis Hinrichs, with L. Straus & Sons, returned from his European buying trip on the Carmania Wednesday the 22d.



T. Attridge, formerly of Loeser's, Brooklyn, is booked as lamp buyer for the new Gimbel store. The name of the merchandise man has not been given out.



Captain Wm. D. Finke, agent for Krantz-Smith & Co. returned Sunday night from ten days field duty with the Coast Artillery Corps at Ft. Wright. Eight days of rain spoiled the usually interesting encampment. His hopes for a vacation over the Fourth has also taken wings because of a request to parade made by Mayor Gaynor.

COMPELLING CUSTOMERS' ATTENTION.

THE full value, for an object sought, of an idea, a plan, or an effort may sometimes be open to honest question, but when the person who is pushing it is squarely sincere and earnest in his work even the least interested of us is compelled to sit up and listen a little. If the thing in mind has the stamp of even fair worthiness, the one who is solicited can not fail to stop a moment and understand a bit of the object even when he refuses to entertain it point blank.

It is the power of honesty back of the effort put forth and the full strength of a master will that is pushing it which compels a listener. But no genuine effort of the kind can or will command attention unless backed by the simplest and plainest language which belongs with it and to it. The man who offers goods for sale must couch his offer in the language that is plainest, simplest and most effective or he won't even gain the attention of the person before him.

He who would put forth an advertisement must say in that advertisement all that is necessary to describe his goods, but he must there cut his words short or the reader passes over them and is not interested. He who would gain adherents to a new

idea must speak that idea shortly, quickly and plainly, else no one will pay attention to him or his idea.

In all these things wherein the attention of people must be gained because, perforce, they are new to the people sought, directness of speech and terseness of explanation are the things that do the most of the work, for they open the way. We may sometimes shrug our shoulders at the man who expresses honest disapproval by the plain word "damn," but when we know it to be backed by proper indignation he gets our attention every time. To call things by their right names, and stick to them, will fetch the result desired and will compel attention from those whose attention is worth having.

Wishy-washy language and diplomatic endeavor to reach a point in business by going a long way around instead of cutting through the shortest and quickest way fails to attract and hold those who are worth the most. Beautiful words and perfect construction of language won't fetch a customer half as quick as to plainly say what it is and squarely declare its worth to be all that is asked for it.

If we are sincere and dead in earnest with the goods we offer for sale and have the conviction of purpose that will call things by their right names when they need to be called, the respect of our community will be ours on all occasions and the element of squareness will win and hold a constant trade that will net more in twelve months than any other method of business can possibly fetch.—*H. K. Bering, Metal Worker.*

POTTERIES IN PATENT SUIT.

SUIT has been brought in the United States Circuit Court by the Onondago Pottery Co., of Syracuse, N. Y., against the Iroquois China Co., of Solvay, N. Y., over the alleged infringement of a patent held by the pottery company. The plaintiff asked that an injunction be granted restraining the Iroquois company from the manufacture, use and sale of a certain device for a china cleaning process; that the defendant be compelled to account for loss of profits because of the alleged infringement; that the number of machines in existence and used by the defendant be determined and the machines destroyed or turned over to the plaintiff, and that the amount of actual damages sustained be increased three times because of willful infringement. The invention is described in patent letters granted to Mr. Pass August 31, 1905 and which patent was assigned to the pottery company in 1908.

PUBLICITY TO MATTERS OF INTEREST.

MANUFACTURERS often fail to secure merited consideration for their product through inability to discriminate between bold assertions and a more

modest presentation of facts, which in themselves carry conviction and making a lasting impression. The men who handle mail see that the orders are properly distributed, that the right material is purchased, that careful workmanship is secured and that prompt shipment is made. They look upon all this work as particularly important, but neglect to inform their customers and possible customers of those facts connected with the product which gives it merit, and of the processes of manufacture which insure superiority and demonstrate its adaptability to special requirements. It is assumed that the salesman will through necessity discover all these things and tell them to the customer when he has an opportunity. This is very well as far as it goes, but it is far short of what should be done.

TO RAISE CUT GLASS QUALITY.

IT looks very much as though the indiscriminate price slashers of cut glass have about reached the end of their tether. For a long time complaints have been current against certain manufacturers in the trade who shaved the margin of profit so close that the majority of the manufactories were unable to meet the competition unless the quality standard was considerably lowered.

The report reaches the JOURNAL, however, that the manufacturers of blanks are agitating a movement against selling cut glass manufacturers who are ignoring the quality standardization, and flooding the market with imperfectly cut and finished glass that is sold at a trifle above manufacturing cost.

If the movement is successful, the quality of cut glass throughout the country will be raised, and the manufacturers and retailers will be greatly benefited.

TO EXPLOIT NEW ENAMELLING PROCESS.

PROMOTERS representing the inventor of a new process for making enamelled ware are in New York conferring with business men with a view to locating in the Wheeling (W. Va.) District one of the largest plants of the kind in the United States. So far as can be ascertained, the proposition is regarded as a very feasible one, as the promoters state that they will ask nothing in the way of bonus or bonds; about fifteen acres of ground being the only requirement.

By this process, what is to all intents and purposes the same thing as the ware imported from Germany, can be duplicated in an American factory paying the American scale of wages and sold at half the prevailing prices, and at a satisfactory profit. It is said that a company with years of experience, behind it and an abundance of capital at its command, is about to put this new process ware on the market on an immense scale.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Starting July 2nd all glass manufacturers who employ union labor will close their factories for two weeks, resuming operations July 18. Some of the open shop plants will remain at work indefinitely, it being arranged that employees take their summer holiday in small companies. The annual wage conference between the manufacturers and workers will be held in Atlantic City starting July 19. The glass factories hereabouts are enjoying a steady run, but at the prices glass is being sold, the owners declare there is very little in the business, and at times class it as "trading dollars."

The proposition to increase prices on the better lines of glass is receiving attention. Letters have been passing between the different manufacturers during the past fortnight with this end in view. One letter declares that there is no attempt to form any association having a protective policy, all being sought is to stop "throat cutting" and to obtain a fair profit for the labor and production. It is admitted that some items are sold below cost of production, in order to get a big profit on something else. Buyers also would like to have something to work on instead of holding off orders under the present market until they in a way, find out what the competitor is paying.

In August next will occur the annual meeting of the stockholders of the United States Glass Co. It does not appear at this writing that there will be any change in the present official family of the corporation.

Daniel C. Ripley, of the Ripley Glass Co., has installed his family at his summer home at Lakewood, Chautauqua Lake, N. Y. The family of Marion Bryce, of the United States Glass Co., is also spending the season at the same place. Both Mr. Ripley and Mr. Bryce will make week-end trips to their summer homes.

The United States Glass Co., is paying especial attention to deep etched stem lines, the Baroness and Princess patterns being very popular now. These lines will be illustrated at an early date in a booklet,

which will be sent the trade. Between forty and fifty patterns will be illustrated. Henry Nickel who has been working in the Central West and Samuel Frazier who has been in the Northwest for the company have returned to the home office.

"Prospects for any of the former plants of the National Glass Co., being started this year are very remote," announced W. K. George, the representative of the bondholders, who has all real estate in charge. "We have let no chance slip by to bring these plants to the attention of those interested in the trade, and all the glass manufacturers know what we have to sell."

The H. C. Fry Glass Co., at Rochester, will bring out many new cuttings for the fall trade at an early date. Some of the older cuttings will be eliminated. Some heavy cuttings are to be replaced by some high class floral cuttings of a new character.

New dropped etched stemware will be made a feature this season by the Central Glass Co., Wheeling W. Va., the first samples of which have just been made. A complete line of this class of ware is to be shown. One stemware line will also be an added feature to the line.

It is rumored that a cut glass company is looking over Honesdale, Pa., with the intention of locating a new factory there.



The Rochester Tumbler Co., has the largest file of orders on hand than at any time since the company started operations here. There is not an office of this company in any part of the country but what has had a good business with the entire line. With four furnaces working steadily and other departments of the plant working full time, the present year will be one of big business for the company.

General Manager Robert Johnson, of the Rochester Cut Glass Co., announces the intent to place a number of specialties in cut glass before the trade in July. These features will be quite different from any-

thing the company now has on its list, some flat pieces being contemplated. All specialties this firm has shown have produced considerable new business.



A new colonial shape table line will **Jeannette, Pa.** be made a feature in July by the McKee Glass Co., the first pieces just being completed. This is the first new table line the firm has created since last December. This factory is running to its capacity. Its business is the largest ever recorded. Walter Wearn, now representing the company in the south, having taken on this line only a few weeks ago. His orders have been heavy throughout the southern territory.

Cut and pressed glass factories here are working up to the limit. The demand for pressed ware here is better than for years, while the frames in the cutting shops are kept working constantly. All things considered, the glass business here is at its height.



A preliminary meeting of the **W. Pittston, Pa.** stockholders of the Luzerne Cut Glass company was held recently and directors were elected as follows: J. H. Glennon, K. J. Ross, R. M. Hughes, William Drury, O. Atterholt, J. H. Mullin, Joseph Langford, A. B. Brown, W. C. Sutherland; treasurer, W. L. Foster. The new company is capitalized at \$40,000 and succeeds the company that went out of business some months ago. The plant will begin operations in a short time.

GOOD ADVERTISING.

CHARLES J. BLUMANSTOCK, advertising manager for the Coerke Co., one of Newark's principal department stores, and subscribers to this publication, has sent the JOURNAL a clipping of a half page ad. of the company published in the Newark Sunday Call. There are many dealers in this business who could learn a good deal by studying the announcement which brought very large returns. Almost every article mentioned in the ad. was illustrated with a neat line cut, accompanied by snappy descriptive matter and prices in black face type. The advertisement is cleverly laid out, and although containing considerable reading matter, the appearance of crowding has been avoided. There is not one unnecessary statement in the ad. and it is full of readable sales talk that very likely made many Newark house wives reach for their purses and hats and embark on a shopping tour. The JOURNAL is at all times pleased to receive clippings of advertisements that have proved successful from dealers.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of April, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$233,140	\$579,817
Austria.....	43,861	45,550
France.....	180,876	96,118
Germany.....	191,007	283,481
Other Europe.....	16,124	18,282
Japan.....	122,046	87,157
Other Countries.....	9,182	6,204
Total.....	\$796,036	\$766,109

FOR TEN MONTHS ENDING APRIL.

	1908	1909	1910
Great Britain...	\$2,729,497	\$1,966,932	\$2,351,888
Austria.....	865,705	738,943	710,338
France.....	1,943,093	1,329,902	1,496,806
Germany.....	4,623,516	2,868,072	3,308,246
Other Europe..	216,905	132,337	212,777
Japan.....	1,216,802	911,588	1,074,110
Other Countries	105,469	68,367	70,644
Total.....	\$11,700,987	\$8,016,141	\$9,223,809

TOYS

	1909	1910
France.....	\$ 10,812	\$ 11,770
Germany....	191,689	211,015
Other Europe...	14,164	14,869
Other Countries.....	9,934	25,672
Total.....	\$226,572	\$262,856

FOR TEN MONTHS ENDING APRIL.

	1908	1909	1910
France.....	\$ 163,992	\$ 90,384	\$ 140,534
Germany.....	5,833,097	3,649,725	5,032,176
Other Europe..	283,388	186,384	259,109
Other Countries	153,281	108,069	170,928
Total.....	\$6,457,708	\$4,035,962	\$5,602,647

GLASSWARE.

APRIL		FOR TEN MONTHS ENDING APRIL		
1909	1910	1908	1909	1910
\$241,072	\$270,596	\$2,986,925	\$2,592,304	\$2,186,266

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS ENDING APRIL		
1909	1910	1908	1909	1910
\$71,254	\$78,992	\$685,591	\$568,752	\$695,726

Among the Potteries

East and West

As has been expected for some years, a jobbing house in pottery **East Liverpool and vicinity.** has opened here and large space has been secured in the Meredith-Brunt building on Market street. The firm is known as the East Liverpool China and Enamel Co., and is composed of Max Schleisinger and A. Taussig, former residents of Cleveland, O. One salesman is on the road while five others will be added within a month. It is also proposed to handle glass later, and it is possible that some brass goods will also be included. The fact that packages of these different items can be made up in the district will prove to advantage to the smaller dealer. For many years Mr. Schleisinger was a salesman for the Cartwright Bros., Pottery Co.

Because of increased business with the Trenle China Co., the contract was let during the past week by this firm for the construction of one glost and bisque kiln and a large double decorating kiln. Ground has been cleared and the kilns and additional buildings will be erected immediately. This is almost doubling capacity. More jiggers are to be placed in the clay shops and the decorating department enlarged. The improvement will cost upwards of \$5,000. This plant has not lost a day for over a year. They will show a dozen new treatments on their Virginia shape in July.

In order that all business shall be cleared up this month, a special meeting of the Western Standing Committee was called for Monday night.

Geo. H. Hulme, who has been in charge of the clay shops at Taylor Smith & Taylor's plant will succeed Wm. Tritt at the Crooksville China Co.

James Deens has left for an eastern trip in the interest of the D. E. McNicol Pottery Co., and will be out about three weeks.

The stopping of a number of potteries June 25 for a few weeks is not an indication that idleness is enforced, but that the manufacturing departments have to be overhauled and new parts of machinery

added. While some clay shops are off in several instances, decorating departments will be kept at work. Laughlins will close for two weeks and the Warner-Keffer plant for the same time. Smith-Phillips will stop a week as will the Colonial and Globe.

Thomas Copperstone who has been in the middle west for the Vodrey Pottery Co., has returned, and is spending a well earned vacation at his home in Latrobe, Pa. His first season in this territory was a very successful one.

Mr. Riling, buyer for the china and glass department of the Elder-Johnson Co., Dayton, O., spent a few days in the District during the past week. He speaks in a happy vein concerning the business conditions in that part of the Buckeye State.

Fred Kline is home from the east arranging his new line of samples from the Warner-Keffer plant. Harry A. Keffer, who travels west is also home. Both salesmen will start early in July.

The marriage of Lieut. Frederick A. Mountford and Miss Lillian Bailey, niece of Dr. and Mrs. W. N. Bailey in the First Presbyterian church here June 16 was the society event of the season here. Lieut. Mountford is a son of Arthur Mountford who was in charge of the decorating department of the Bennett Pottery Co., at Baltimore, before that plant was destroyed by fire. Mr. Mountford was also art director of the Laughlin China Co., of this city for many years. Lieut. Mountford and his bride will reside at Ft. Adams, R. I.

W. L. Gerald, who represents the Globe Pottery Co., in the Middle West is spending a fortnight at the home office, and will start west with a new line of samples in July.

The demand for the Princess shape of dinner ware with the Smith-Phillips China Co., shows no decrease during the summer months, orders being very good for this season of the year. New treatments that are being arranged for this shape for the midsummer and fall trade promise to be more at-

tractive than those shown heretofore. W. L. Young, New England representative for the company, has been here a week. His home is in Danbury, Conn.

* *

Pottery sales managers declare that it has come to that point where not as much new business is booked in July as in August. Many of the largest buyers now take stock in February and August instead of the end of June and December. For this reason, it is believed heavy orders will result this season.

* *

Henry Benedikt, New York salesman for the Smith-Phillips China Co., while here expressed an optimistic view concerning the outlook for future business. After remaining here several days he went to East Palestine where he visited the offices of the Ohio China Co., a line he represents in the east. His return home then followed.

* *

White ware to the value of over \$50 was stolen recently from the Cartwright Pottery Co., and later was dug out of the shore of the Ohio River by the police and two arrests made as a result. The ware was taken to the police station and although very dirty, was claimed by the manufacturers. When cleaned, the ware was unharmed. The thieves have been arrested and may go to the penitentiary.

✱

Trenton. Moldmakers' Local No. 81, National Brotherhood of Operative Potters, of this city, has passed resolutions relative to the apprentice question and are leaving no stone unturned to have the matter set right before the convention, at Atlantic City next month. This resolution, which is now in the hands of all the delegates to the convention seeks to control the apprenticeship question and break up the system of forcing the surplus into the union until such time as they have completed their trade. There is also considerable soreness over the "safe and sane" manner in which the Pittsburgh convention regulated the wage question, when endeavoring to break up the contract system in vogue in certain western potteries and this will also come in for an airing at the convention.

* *

Pottery manufacturers in this city who have followed the waterways movement are deeply interested in the improvement made by the Trenton Merchants Transportation Company for the accommodation of its patrons. Ten years ago the local transportation company operated a little steam barge between Trenton and Philadelphia making three round trips each week. A new company was organized and a daily service was established between the two cities. In compliance with the request of a number of potters who are the largest shippers in this line, and who are anxious to make quick deliveries of sales made in Philadelphia,

beginning on Tuesday of this week a boat will leave this city daily at 9 o'clock and will arrive in the Quaker City at 3:30 o'clock, thus giving the local shippers an express service at a low rate.

* *

Owen Lovett, for thirty-two years engaged in the pottery business in this city, as confidential clerk and manager, died early Monday morning, in his fifty-sixth year. He was a man of strict integrity and retiring disposition. Few people outside of the trade knew of his important standing in the leading industry of Trenton. At the time of his death he was manager of the two local potteries owned by Charles Howell Cook, the largest individual manufacturer in the United States. He held no official position, but was closely associated with Mr. Cook and was really the manager of the business in Trenton. His connection with Mr. Cook had covered the past twenty-two years. Previously he was associated with Cox & Co pottery manufacturers now out of existence, for six years, and other concerns for several years. Mr. Lovett is survived by a widow, three sons and two daughters.

* *

Peter Brennan, an employee of the Mercer Pottery, had his foot so badly crushed by a falling sagger a few days ago that it was necessary to amputate one of the toes on the injured member. It will be several days before he will be able to resume work.

* *

The many friends of Martin Edgell, a former Trentonian, were pleased to learn that he has been nominated by the Democrats for State Senator in East Liverpool, where he is now employed. Edgell, while in this city, was employed at the Ceramic Art Works, now the Lenox Incorporated, which plant he left to promote the Kayser Sanitary Plant, at Keyser, W. Va. The latter concern failed for the lack of sufficient capital two years ago.

✱

The police are hunting for two **Wellsville, O.** East Liverpool men who attempted to rob the United States pottery here. They were detected as they were about to leave the plant with their plunder. The sacks were dropped and the men left in haste.

✱

Within thirty days the National **Evansville, Ind.** Pottery Co., here will start the erection of another eight-kiln pottery. It will be devoted to the manufacturing of sanitary ware.

✱

A real estate company will be **Columbus, O.** formed here to sell the 140 acres of land which the bondholders of the Bell pottery obtained when they purchased the plant at public sale. It is reported that although the

property was bought for \$75,000 the bondholders stood ready to go as high as \$125,000.



The Nelson McCoy Stoneware Pottery Co., has started the erection of a new plant at Roseville. The new company has a capital stock of \$50,000 and many specialties will be made.



The directors of the Crooksville (O.) China Co. tendered a banquet recently to former superintendent W. H. Tritt, who has purchased a pottery at Niles. About fifteen persons were present, and the speakers without exception expressed their regret at his withdrawal, and extended their heartiest wishes for his success in the new venture.

BUSINESS BRIEFS.

Kirby & Co. opened a five- and ten-cent store at Middletown, Ohio recently.

* *

F. W. Woolworth & Co., will open a five- and ten-cent store in Mankato, Minn.

* *

C. W. Burry's store at New Philadelphia, O., is featuring cut glass and brass goods.

* *

H. Weisner has rented a building and will open a five- and ten-cent store in Oneida, N. Y.

* *

Fire destroyed the general merchandise store of A. M. Wilson, of St. Augustin, Fla. recently.

* *

S. H. Martin has purchased the general merchandise store of S. A. Buhrman, of Waynesboro, Pa.

* *

Frank Empey, of Lyle, Ga., is about to construct and operate a general merchandise store at that place.

* *

E. F. Thurtell has opened a five-ten-and-twenty-five cent store at 417 South Main street, Rockford, Ill.

* *

J. L. Yeager will shortly open a five- and ten-cent store in Allentown, Pa., which will be known as the Yea Store.

* *

The National Brotherhood of Operative Potters are planning to establish an insurance fund of the organization.

* *

Finkelstein Bros., who operate several five- and ten-cent stores, bought out a fifteen-year lease on the

property at Nos. 48 and 50 West Fourteenth street, New York. The deal involves about \$700,000.

* *

Holcomb's china store at Towanda, Pa. was recently damaged by fire. The loss was fully covered by insurance.

* *

James Tobin, has disposed of his crockery and glass business on State street, Bristol, R. I., and retired from commercial life.

* *

The store of H. L. Wagner, general merchandise at Mifflington, Pa. was wiped out by fire last week. The loss is estimated at \$2 500.

*

S. K. Knox, who operates about two hundred five- and ten-cent stores throughout the country, will open a branch store at Vincennes, Ind., about August 1st.

* *

Retail dealers, manufacturers and jobbers around New York are keenly watching the "Teddy Bear" situation. The return of Colonel Roosevelt is expected to revive the craze.

* *

An expert on cut glass was called recently to determine the damage to a display of cut glass sustained by Joseph I. Swartz, of Denver, Col., when an Adams Express truck backed into a display window.

* *

Robert Orr, head of the china and glass department of J. Horne Co., of Pittsburgh, has added a line of electric fixtures. Domes, electroliers, shower lights, portables, etc. are now being carried in stock.

*

National Art Bent Glass Company, New York City, manufacture glass shades, domestic chandeliers, etc.; capital, \$8,400. Incorporators Guiseppe Racchia, Rosario Lacas, Guiseppe Larussa, all of New York City.

* *

Hills, McLean & Haskins, department store of Binghamton, N. Y., was visited early last week by burglars who stole nearly \$4,000 from the safe. The men escaped in a carriage they had concealed in a nearby alley.

* *

The Knickerbocker Brass Goods Co., New York; has been incorporated to manufacture and deal in brass goods, etc.; capital, \$50,000. Incorporators: E. J. Forhan, J. J. Harper, G. F. Martin, 154 Nassau street.

* *

William D. Ackerson, proprietor of a department store at Newton, N. J., filed a petition in bankruptcy June 20, in the United States District Court. His liabilities, according to the petition, amount to \$130,135 and his assets to \$18,580.

“Encyclopedia of Ceramics”

BY W. P. JERVIS.

This valuable work is indispensable to anyone desirous of obtaining a thorough knowledge of the business. It is complete in every respect, covering all the principal potteries of the world, with biographical sketches of noted men, histories of the various wares, and a store of information absolutely essential to every dealer in the trade.

Copies may be obtained from us. Price \$10.

CROCKERY AND GLASS JOURNAL,

92 West Broadway, New York.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

THE FIRST GLASS TUMBLERS.

THE Anglo-Saxon always used a glass or horn without a stand, so that once filled the vessel must be emptied before being set down. Hence the old proverb, "When the wine is poured out it must be drunk," and the modern word "tumbler," to denote a drinking glass.

At first the Anglo-Saxon used a horn, and long after glass cups were introduced for use among the upper classes the horn still retained its semi-religious character in transactions with regard to land. Inheritance of land passed by the transfer of a horn, and estates were held in fee by the same means. For example, the famous horn of Ulphus. The story is, briefly, that Ulphus intended to divide his estate among his sons before his death. The sons, however, quarreled so much about their respective shares that the old man made a journey to York Cathedral, where, having made certain vows, he filled his drinking horn with wine, and, kneeling before the altar, drank off the contents in a breath in token that he gave his land forever to the church. That was in the time of Canute. Many of the horns were worked beautifully with gold and silver, one fine example being in the British Museum at the present time.

With the introduction of glassworks in A. D. 600, when Abbot Benedict took foreign workmen to England, changes were made in the shape of the drinking vessels.—*National Glass Budget.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—The services of a first-class glass salesman, with thorough knowledge of the electrical and gas glassware. Apply by letter, giving reference to the STEUBEN GLASS WORKS, Corning, N. Y.

WANTED—Salesmen, local or traveling, on a commission basis for a side line of our brass smokers' and stationery articles. Liberal commission. Address L. W. LEVY & Co., 590 Broadway, New York.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENTS TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON, CHICAGO AND ST. LOUIS. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

ADDITIONAL CAPITAL—Party with \$15,000 to \$20,000 can secure stock of that amount with working interest and part management in an old-established crockery jobbing house in one of the best central northern cities. Address Box 722, this office.

FOR SALE.

1,000 STANDARD gummed parcel labels, such as, "glass, handle with care." Small size, only twenty-five cents; large size, seventy-five cents per thousand. CHAS. W. SINES, 2650 Iowa street, Chicago, Ill.

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NEW YORK, JUNE 30, 1910.

THE CONDITION OF BUSINESS.



Business is dull. One can hardly expect it otherwise. The National holiday is so near at hand that buyers are not likely to leave home to visit New York to make purchases but are likely to be away from their accustomed haunts in search of pleasure. Next week may be duller, after which there should be signs of reviving trade. While business is very quiet, every mail brings some orders and then an occasional seeker for ware may be found in the market. All the good orders that come in these days do not reach us, but enough do to show that no matter how dull trade is there is always some one wanting goods.

It is very gratifying to know that from almost every section of the country there is a feeling that the fall business will be good. So universal is this belief that that it in itself will help things and there is no reason why there should not be a large business between now and Christmas. In spite of all the pessimistic reports that we read in the daily papers the crop prospects are excellent. The reports which are sent to the dealers are so evidently the work of stock jobbers that very little credence can be placed in them. As an example, back in April the wires were hot one morning with the reports that frosts had killed the berry crops in New Jersey and Delaware. As a matter of fact now that the season is over statistics show that New Jersey and Delaware marketed more strawberries and of a higher quality than ever before

in their history. We might quote similar reports concerning the wheat and cotton crops which at this writing show every evidence of giving the lie to the promoters of the reports which came earlier in the season. There is plenty of money in the country and it is being spent liberally and it is to be hoped that the crockery and glass trade will get an abundant share of it.

Last week we reported an advance in certain lines of glass and this week we learn of further advances in other articles. The effect of this advance was immediate and buying was stimulated at once. There is no reason why the American potteries should not follow suit and get a little more money for their goods.

The retail trade in this city, while not brisk during the past week, is about up to the average. Several department store buyers state that they are doing as well if not better than last year.

The new Gimbel store will probably be opened during the first week in September. The management of this establishment is asking accommodations which are as unusual as they are impossible. Six months or a year's dating, is like asking the importer and manufacturer to furnish the capital for a rich and old established concern. It is a very good thing if they can get it, but why they should is another matter.

All the potteries continue to keep busy **Trenton.** although the orders received during the past week were comparatively small. The past season has been reported as being one of the best ever enjoyed by a number of manufacturers and the prospects are that the summer business will surpass any one year's business for several years past.

There is no let-up on orders for **Pittsburgh and** tumbler and blown lines. The **Vicinity.** truth is that the factories have more business on this line of ware than they can take care of within a reasonable time. On the table lines there is very little moving. Souvenir goods are having an exceptionally good run and the demand for this line will probably continue heavy throughout the season. All union factories will remain idle for a fortnight after July 2nd.

Potteries hereabouts which manu- **East Liverpool** facture a medium-priced line of **and Vicinity.** general ware are very busy and are closing a generous six months' business. For the closing period of the year the volume of business is sure to be greater. Several plants will be idle for a fortnight. Collections are said to be fairly good. Jobbers hereabouts are doing a good business.

RULE PROHIBITS DUNNING NOTICES.

THE Assistant Attorney General for the Post Office Department has decided that the practice adopted by some firms of putting dunning notices on the envelopes containing bills which they are impatient to collect is unlawful. Envelopes submitted to the department by a business concern of this city bore in one case the stamped impression.

"Past due. This account has no doubt escaped your notice. Will you please favor us with a remittance and oblige."

In another case the words "Collection Department," written in red ink, were submitted.

BIG FIRE IN PATERSON.

FIRE started in the show window of the Vandyke furniture store, Paterson, N. J., Tuesday night, and soon the building was in flames. Damage of \$150,000 had been done within an hour. The flames spread rapidly, and were soon sweeping the block in which the store stood.

The Vandyke Co., was the largest retail furni-

ture and carpet house in Northern New Jersey, and besides did a big business in china, lamps and glass. R. M. Wright is the buyer for that department. The fire spread beyond the block in which it started, burned the opera house and other building and destroyed Lockwood's furniture store. It was one of the biggest fires Paterson ever had, the total loss being estimated at nearly \$1,000,000.

A store has been taken directly opposite to the ruins and business will be resumed as soon as goods can be had.

PARIS MAY GET POTTERY.

DURING the past week a prominent business man, whose name is not divulged, was looking over Paris, Kentucky, with the idea of erecting a large pottery factory to use the Henry County clay. If the deal is consummated, both tiling and queensware will be made in large quantities.

BUSINESS BRIEFS.

The Knox syndicate will shortly open a five-and ten-cent store in Lansing, Mich.

A recent fire wiped out the general store at Red Cliffe, Wis, run by Paul Meithke.

Work on the remodeling of the Wheeling pottery, at Wheeling, Va., has commenced.

J. M. Austin has completed arrangements to open a five-and ten-cent store at Shelby, N. C.

The Fetterman Syndicate will open a new five-and ten-cent store at Quakertown, Pa. July 1st. The store will be in charge of J. S. Seaman.

Hotel & Restaurant Holding Co., Boston, Mass., general hotel business. Capital \$50,000. President and treasurer, H. S. Wheelock, Dorchester.

Royal Glass Co., Centralia, Illinois.—Mfg. all kinds of glass; \$75,000. Incorporators: E. A. Giggall, D. B. Robertson, J. J. Bundy, Centralia.

S. Rosenthal & Sons, jewelers of Ottawa, Can., expect to open their new store early next year. The china and cut glass departments will be greatly enlarged.

Aurora Mantle & Lamp Co., Dover, Delaware.—Cap., \$145,000. Incorporators: J. A. Corrodus, Lanerch, Pa.; C. B. Downs, Philadelphia, Pa.; J. M. Satterfield, Dover.

Premier Hotel Co., New York.—Hotel and inn keepers, etc., livery, cafes, etc., cap. \$25,000. Incorporators: M. M. Van Loan, E. Scott, C. E. Stade, New York city.

Heidelberg Park & Hotel Co. Mapelwood, New Jersey. Amusement enterprises cap., \$50,000. Incorporators: W. Bonnet, J. Schloss, S. Schloss, Newark, F. B. Munn, Maplewood.

The New York Crockery and Glass District.

Cox & Lafferty, are showing a number of new goblets from the Seneca Glass Co., also fine line of sherbets. From the Imperial glass company, new colored iridescent ware which is attracting considerable attention, is now on display for early fall shipments.

There is no diminution in the mail requests received by Hugo H. Freudenfels, manager of the Art China Import Co., for the new catalogue showing the latest shapes in "Palatin" china. While an effort is being made to place this catalogue in the hands of every dealer handling white china for decorating, any member of the trade who has not received his copy can secure one on request. The new shapes have been very favorably received wherever shown.

One of the leading displays on the main floor at Bawo & Dotter's is seasonable cut glass items such as water, lemonade, claret and liquor sets. The various cuttings afford a wide choice. Similar items are shown in the plain crystal, decorated with gold bands and lines, incrustations and colorings in enamel. Still another group embraces these summer goods in varicolored glass; some plain and some decorated.

Paul Joseph has received several new samples of glass baskets from the Duncan & Miller Co., that mark an epoch in glass manufacture because of the ingenuity displayed in making the entire basket, including the handle, in one piece. This new method obviates the breakage so frequently encountered where the handles are made separately and "stuck" on the body. The sizes range from three to seven inches, and the quality is of the usual high grade.

Maddock & Miller have taken the agency for the Royal Worcester Porcelain Works and will exhibit a full line of samples August 1. Besides the ware that has made this pottery famous, they will show dinnerware in great variety, including some entirely new features never shown on china before. The firm has taken a large room on the top floor of the building where their present warerooms are located and will fit

it up handsomely to display the new goods. John J. Miller, who returned from Europe last week brought some new and interesting samples from Maddock's and more are to follow, which will include some from Allerton's.

A. P. Doctor, the Central Glass Works' representative, can quote some interesting figures on deep plate etched, monogram and crest work. While this ware is primarily a special for hotel and club trade, the initial and crest idea has become very popular for private use, especially where any amount of entertaining is done. The dealer who wants to develop a paying business in lead blown tumblers and stemware should send to "The House of Quality" for prices and general information.

Almost without exception the lamp manufacturers have surpassed themselves in the design, finish and style of their offerings this season. The display of new goods at the showrooms of the Consolidated Lamp and Glass Co. ranks with the leaders from every point of view. This is true also of their extensive line of decorative lighting glassware, made to be used with every known method of illumination. The products of the company need no introduction to the trade as far as quality is concerned. It is enough to say that the house standard in quality and design has been kept at high water mark, as has been the case for years.

The United States Glass Co., recently received the first consignment of a new line of lead blown stemware with coin gold edge and foot. This gold treatment will be put on any etched pattern to match dinnerware services.

George N. Blust, New York representative of the Pittsburgh Lamp, Brass and Glass Co., has an especially strong showing of gas and electric shower lights, brackets, domes and lighting glassware, which has recently been placed on display. The designs are new and very artistic showing conventional and floral characteristics. The new etchings in the lighting glassware in inverted gas and electric shades are

handsome. Extensive alterations are in progress that will practically reconstruct the interior of the showroom. Every fixture has been shipped with an individual electric socket so that it can be illuminated at will. The ceilings and display stands are being stained, and the office will doubtless have the appearance of a seashore pleasure park when the fixtures are all lighted. Business has been very good lately with the company, and the new goods, we are told, have been making a big "hit."

Edward Miller & Co. expect to receive next week a consignment of up-to-the-minute wall brackets and electroliers.

As is usual when a holiday comes on Monday the crockery and glass trade this week will take advantage of circumstances and close all day on the Saturday preceeding.

W. B. Weddle & Son, and I. P. Cohen have removed from room 57, 25 West Broadway to 76 Park Place. The vacated quarters will be occupied by the new china display of Maddock & Miller.

John Morgan & Sons in introducing their Modern Stained glass art dome shades have conferred a boom on the trade. So many varied and pretty effects are produced that dealers have a large variety to select from. They do not confine their products to dome shades but make a great number of shades and patterns in electric and gas goods. E. O. Coles, the selling agent, in his cleverly-worded advertisements, invites the trade to visit the exhibition in a way which should convince buyers that they ought to see the goods. Those who accept his invitation and buy are satisfied.

AT PITTSBURGH.

THIS city will be the mecca for many pottery, glass and china salesmen next week, reservations for large space having been made by the boys months in advance. Novelty houses will be represented as will cut glass, stationery and pictures and toys.

At the Monongahela House, Mr. Harkness will show the Sibley, Lindsay & Curr lines of Rochester, N. Y. The large banquet room has been engaged for the season here.

At the Colonial-Annex all large rooms fronting Sixth street have been reserved as has the large banquet room. The banquet room will be occupied by Messrs. Grieser, Grossman and Abrams, a combination of lines being shown here. The larger sample rooms will be occupied by B. C. Miller, Charles Ellis,

H. H. Thomas, T. T. Fryer, Charles T. Wooley, and E. W. Ebeling of Ebeling & Reuss.

Mr. Alfred Jahn, with Herring & Jahn, has closed his display at the Colonial.

W. C. Browne, was at the Hotel Henry this week showing the new lines of the Potters Co-Operative Co., of East Liverpool.

J. W. Irwin, of the Edwin M. Knowles China Co., Chester, W. Va., was also in the District, and while booking business did not have a display.

It is said several displays will be at the Ft. Pitt and the Anderson during July, but final reservations have not been made.

The new stock patterns of Kinney & Levan will be displayed in an appropriate manner in their local show rooms in the Century Building next week. The offerings are declared to be the largest and most attractive the house has ever secured.

AT BOSTON.

ONE little "boost" is apt to go unnoticed but when you receive several they are worthy of notation. This is particularly true in trade journalism, and getting right down to bed rock, the foregoing "boosts" were in favor of THE CROCKERY AND GLASS JOURNAL. Mention of changes and other news in local circles were so widespread that they brought calls and letters from a wide area, and not only was this a means of broadening friendship, but will ultimately result in considerable business. This information was voluntarily told the writer, and not only does it testify to the prestige and scope of the JOURNAL and its ability to promote trade, but to the close reading of its pages. Promotion of the crockery, china and glass industries is the true function of this journal and it is with pride that the above is chronicled to show how well we are "carrying on the work"

Charles H. Woodbury, of the Mitchell, Woodbury Co., returned home the 25th from his European journey. Commenting on his trip Mr. Woodbury remarked: "I had a very delightful time, visiting England and France where I called at the important centers of the industry. While I didn't buy an exaggerated quantity of goods, so to speak, it was of sufficient volume to care for the brisk trade I expect this season. Conditions in Europe are worthy of no special comment other than 'seasonable' although the manufacturers are under full operating schedules. I was away about four weeks and not a mishap marred

the pleasure of the trip." Maurice Caro, buyer for this company, is out of town on a trip to California. Three of the Mitchell-Woodbury travelers are covering territory: Clifford Myers, Indiana and Ohio; C. T. Woolly, Pennsylvania and New York, and R. W. Corey is in Michigan.

Edward B. Dickinson, of the New York offices of the Steubenville (O.) Pottery Co., was showing a line of goods at Young's last week, spending several days here.

At Houghton & Dutton's is a "Buyer's Contest" sale. This has been running during June and the buyer making the greatest gain in sales for the month over last year gets a prize. John J. Curry, crockery and glass buyer, says he is way ahead of previous figures and is making a vigorous attempt to land the "coin." He says they are selling a number of dinner sets, Japanese porcelains and summer glassware, such as water pitchers, berry sets and kindred patterns and very attractive retail quotations are being advertised. Here's hoping you win, John!

George H. Wood, china and glass buyer of the R. H. Sterns Co., has returned from a five weeks' trip to Europe, where he purchased quite a few goods for the coming season.

M. A. Lovell, minister plenipotentiary for the United States Glass Co., leaves to-day for a round of the Western Massachusetts trade; sort of a fine-tooth comb trip, as he expects to visit every point in that locality.

John W. Powers, the Buffalo Cut Glass Co.'s Boston scout, has added another line to his repertoire, that of composition marble busts of notables. A complete line of samples is on exhibition at his quarters. Mr. Powers has a delightful bungalow at Squantum, located within a few rods of where the waves roll, where he will pass the hot months.

Harry B. Hollis, representing the Cambridge Cut Glass Co., spent the past week in New York on a semi-business and personal trip. On his return he will make a number of stops in the interests of his line.

James J. Hanning, china and glass buyer for Jordan Marsh Co., is going over to New York this week to look over the market. Covering the retail trade, Mr. Hanning reports a good demand for the higher quality of cut glass and fancy china. Art bric-a-brac of many styles, high and low price, was also purchased heavily.

M. A. Fuller, road ambassador for the Tajimi Co., Japanese goods, left last week for New York where he will pack up the fall line and embark on a business trip covering eastern New England and northern New York. (This 'Fall' word sounds good,

doesn't it?) W. M. Pingree, manager of the Boston headquarters, has hied to North Woodstock, New Hampshire for a little recreation.

A. Stowell & Co.'s glass and art buyer, T. O'Connell, sailed from New York for Europe the 25th, and he expects to bring back some novelties that will prove popular with the Boston public.

The Roseville Pottery Co.'s Boston order-hunter, Charles Martin, has gone on a visit to Halifax and St. John. He is accompanied by several grips of samples and hopes to land a bunch of orders, at the same time enjoying the beauties of the country. Mr. Martin reports a lot of business on "Roseville" jardineres, the size of which are "as big as a house," although the prices are very small.

Paul Morton Phillips and Ethel Tanner Smith, were married at Zanesville, Ohio, on June 23rd. After a honeymoon journey they will live in Boston.

The Hollings Co., of 10 Hamilton Place, Boston, do a large high grade business on "quality" lamps and lighting fixtures. This corporation is composed of C. B. Waterman, president; A. T. Church, treasurer, and W. L. Everett, manager, and has been established a number of years.

CHANDELIER GLASS TARIFF RAISED.

GLASS drops for chandeliers were held dutiable on June 22nd, by the board of United States General Appraisers at the rate of sixty per cent under the provision in the Dingley tariff for articles of which glass is the component of chief value. Siegman & Well, the importers, set up the contention that the merchandise should be returned for duty either at forty-five per cent as "strips of glass", or else as manufactures of glass, or manufactures in part of metal, all at lesser rates than those assessed.

General Appraiser Sharretts, who writes the decision for the board, says that the official samples show that the goods are strips of glass opalescent in color, six inches in length by one inch in width, flat on one side, with a rib extending lengthwise of the opposite side. The only grinding these strips have received has been done with the object of smoothing their rough edges, and they have not been ground or polished on one or both sides to a cylindrical or prismatic form.

Except for the grinding, according to the decision, the goods are in the condition in which they came from the mold, and the board therefore holds that the glass drops are not included in the provision of Paragraph 110. The board finds the merchandise to be dutiable as glass articles ground, it being held that the collector's action was properly taken, with the result that his decision is affirmed.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 30, 1910.

LIGHTING THE STORE.

THE average retail dealer of crockery and glassware does not give sufficient attention to the proper lighting of his establishment. Correctly lighting a store is not merely a matter of dropping a quantity of electric bulbs promiscuously around the store or having one or two small arc lights hanging from the ceiling. Although this method of lighting may be successful at times, the chances are very much against it.

The window should receive considerable attention. Lights that merely glare out into the night and do not properly illuminate the articles displayed, are wasted. A brilliantly lighted window will doubtless attract attention, but where the lights are placed so that they do not clearly show the goods, they are apt to dazzle the eyes of passers by and not fulfill their mission. It is not advisable to try colored bulbs in a window unless the person installing them has a fairly good eye for color combinations. Red lights, especially when not used with care, are apt to look very cheap.

The interior of a store should be lighted sufficiently so that everything is in plain sight. Too much light is worse than not enough. As a general rule, three, or at the most, four small arc lights will illuminate a fair sized store. Many sales are lost on account of over illumination. In this business, where delicate tracery designs are common, a blinding light is not desirable. The customer requires a clear light, not one that is too strong.

Any first-class electric wiring concern can settle

the question of lights satisfactorily. Should the expense of employing an expert wiring man prove too heavy, a careful study of the proper distribution of light, and an investigation of the many store lights on the market should be made before making a definite arrangement.

An underlighted store will be a failure; an overlighted store will be an unnecessary drain on the working capital; a properly lighted store increases the sale opportunities.

PERSONAL.

AMONG the Trans-Atlantic travelers whose return we noted last week was Louis Hinrichs, with L. Straus & Sons. His latest trip completed his fifty-eighth ocean voyage, he having made twenty-nine round trips. Mr. Hinrichs is still a young man and it is a question if there is another crockery man who has equalled this record. He made his first voyage when he was only a youth in his father's store. Since then he has had a vast experience in buying. During these years he has purchased about everything from the cheapest German china to the most expensive pottery, bronzes, and marble, to be found in all the markets of Europe and Asia.



Harry R. Churchill, of Endemann & Churchill, arrived home from Europe on the Kaiser Wilhelm II on Wednesday. He made a remarkably short trip, as he only left on the first of June.



Justin Tharaud, who has been at Limoges in the interest of Maddock & Miller, is due to arrive home the latter part of next week.



N. H. Gardinier, china buyer for Gimbel Bros., is now seen in the District nearly every day placing orders and sparring for long dating. Some strenuous efforts are being made to land the remaining Gimbel orders and the houses that have not yet been favored are in a hopeful, expectant, and receptive mood for N. H. G.



Norman C. Walker, the popular roadman of Meakin & Ridgway, returned the 23rd after a very successful southern trip which included New Orleans



Howard J. Dietz, son of the late R. E. Dietz who acquired a fortune in the manufacture of lamps, has taken up aviation as a pastime.



M. E. Lafferty, of Cox & Lafferty, sailed for Europe last week to select import samples for next

season. He will return about September 1, after arranging for the most extensive line of import china ever handled by the firm.



Abe Klayf of Koscherak Bros., leaves on his annual vacation Friday.



Paul Phillips, the newly wedded salesman for S. A. Weller, passed through the District Monday accompanied by Mrs. Phillips, enroute from Zanesville, O., to his home in Boston.



Chas. H. Woodbury, of Mitchell-Woodbury, Boston, arrived in New York on Monday morning and left same day for home. When the wreckers tore down the ruins of the building adjoining his premises, they used his roof as a purchase for the tackle and fall. Some damage was done and Mr. Woodbury came on to adjust matters. The store has been let to a chocolate manufacturer.



Arthur Wigley, a packer employed by the Newell Pottery, of East Liverpool, performed the unusual feat of swimming the Ohio River four times and back without stopping.



C. E. Dodge, formerly with the Towanda Cut Glass Co., is now traveling salesman for Krants, Smith & Co., of Honesdale, Pa.



Sidney Baumann, of Ludwig Baumann & Co., Eighth avenue, and Thirty-fifth street, left on Monday night to visit the domestic factories in the West.



W. T. Bull, buyer for Sim Piersons' of Troy, N. Y., was in town for a few days, before sailing for Europe.



William Murphy, of J. Morgan & Sons, has but three more days to live, according to his friends. He is to be married Sunday to Miss Catherine Helwig.



Louis Hollweg, of Hollweg & Reese, Indianapolis, made a quick circuit of his friends in the District and then departed on the 28th for Hamburg, as scheduled.]



Daniel Taylor, of the Pittsburgh Lamp, Brass and Glass Co., accompanied by his wife, was in town for a few days this week.



Miss Charlotte A. Hake, formerly stenographer for George N. Blust, representative of the Pittsburgh Lamp, Brass & Glass Co., resigned her position some days ago. She is married to Elmer Stewart, of this

city. Miss Hake has been connected with Mr. Blust for over eight years, and her departure is a matter of regret, as well as congratulation.



Its a pretty safe bet that business is good with Hugo H. Freudenfels, as he is constantly wearing one of those broad-expansive-don't-come-off kind of smiles.



Joseph Goldman, of Levy Bros. Dry Goods Co., Houston, Texas, arrived home from Europe on Wednesday on the Kaiser Wilhelm II. His family was with him.



Arthur J. Bennett, of the Cambridge (O.) Glass Co., was in New York for a few days this week.



L. Rouquart, of the Ceramic Importing Co., sailed for Europe last Saturday.



When John Nixon is not up to his armpits discharging the managerial duties of the Fostoria Glass Co.'s office, he is hoping that the good weather will continue so that his wife and himself will have good weather when they sail this Saturday.



Edw. H. Hammond, secured a two-dollar per day job this week serving on a jury that tried interesting breach of promise suits, etc. Looks like "rough sledding," for an attempted breach of contract with Edward among the solemn twelve.



A. J. Spencer, of the A. J. Spencer Cut Glass Co., Newark, N. J., was the guest this week of his New York agent F. W. Reichenbacher.



John Davison expects to complete his business in England in time to sail for home July 12th.



Wm. Noble returned Monday from a three weeks' Canadian trip for John Davison. He departs Friday to spend his summer vacation in upper New York State.



It will interest many china and glass men who have made an investment in the Portage Mining Co., of Alaska, promoted by C. C. Hutchins, formerly of Minneapolis, that at a meeting of stockholders on June 20th it was decided to at once mine and ship the ores. Enough friends were on hand to finance the proposition and sale of stock is stopped except at greatly advanced price. Congratulations to those who held on and kept quiet showing their faith in Mr. Hutchins who never let up on his assur-

ance that the ultimate outcome would be satisfactory. Mr. Hutchins was for years buyer for the New England Furniture and Carpet Co., Minneapolis.



E. Torlotting, American agent for the St. Louis Crystal Glass Co., reached the other side last week on a visit of several weeks to his several factories.



S. A. Keegan, office manager for Cox & Lafferty, will leave on Friday night for a fifteen days' vacation at his summer cottage on Cayuga Lake. Upon his return Mr. Keegan will begin his fifth year of service with the above well known firm.



Jack French, the other star road exponent of the Davison lines has also sheathed his weapons of commercial warfare and flees to the haunts of the brook trout on the first of July.



Benjamin Bayless, formerly of Bayless Bros., Ky., made several social calls last Tuesday on old friends in the District.



Robert Slimmon is booked to sail from England July 2nd. He planned to sail June 25th but business prevented.



W. P. Carvin, of Rob't Slimmon & Co., is expected to return the end of this week from a month's tour of the Canadian cities.



Miss M. W. Knapp, of Rochester, Minn., is in town on her annual buying trip. She says that business with her has been excellent. Rain is badly needed in her section, and if it comes soon there will be a bountiful wheat harvest.



Joseph Cristosi, the Italian marble importer, sails for Italy next Tuesday.



E. D. Terry, of the Phoenix Glass Co., starts on a two week's New England trip after the Fourth.



Richard Kohn, New York agent for the J. D. Bergen Co., is billed to leave on a two week's vacation Friday of this week.



T. J. Quigley, of the Phoenix Glass Co., began his vacation season last Monday.



Mr. Thieme, superintendent of the J. D. Bergen Co., was buying odd-shaped blanks in New York last week.



Miss E. L. Renton, china and glass buyer for the McCreery stores, New York, returned from Europe Tuesday.

NEW GLASS PRICES IN EFFECT.

[Special Dispatch to CROCKERY AND GLASS JOURNAL.]

PITTSBURGH, Pa., JUNE 30—An advance of from five to ten per cent in all lines of plain, etched, monogram stemware and all lines of blown tumblers which are etched or have a monogram, became effective Wednesday, June 29th. Plain and blown tumblers, or optic jugs are to remain at present prices. Many items have been increased to the list or to net prices. Notices to this effect will be sent to the trade or conveyed by salesmen. Prices refer to both packages and less than packages.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

E G Miller, with G M McKelvey & Co, t, Youngstown, Ohio. 320 Church.

D Wallace, of Forbes & Wallace, c, Springfield, Mass. 2 Walker.

A J Kline, with Dives, Pomeroy & Stewart, hf, Harrisburg, Pa. 2 Walker.

E L Horney, of Horney & Chapman, c, g, Chillicothe, O.

T F Edmiston, Newark, O.

Joseph Goldman, with Levy Bros Dry Goods Co, g, Huston, Texas.

F A Monti, with Fox & Co, hf, t, Hartford, Conn. 320 Church.

A A Sprague, with Howland Dry Goods Co, t, c, Bridgeport, Conn. 75 Spring.

G M Hubbs, with T Eaton Co, Winnipeg, Can.

W H Hewitt, with Pitkin & Brooks, Chicago.

Mr Dulin, of Dulin & Martin, Wash, D C.

Miss M W Knapp, of N E & M W Knapp, Rochester, Minn.

Mr & Mrs Phillipp Goldman, Chicago, Ill.

Geo W Bailey, Uniontown, Pa.

Henry Knatz, with Gimbel Bros, c, Philadelphia, Pa.

SPECIAL MEETING OF POTTERS.

Special Dispatch to CROCKERY AND GLASS JOURNAL

EAST LIVERPOOL, O., June 30.

A special meeting of the United States Potter's Association will be held July 6 at the Hotel Chalfonte, Atlantic City. This announcement was given out this morning by the executive committee.

Certain important matters relating to the trade which demand immediate consideration will be discussed and action decided upon.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

During the approaching convention of the flint glass workers a proposition will receive consideration for the erection of a co-operative glass factory, the funds for this improvement to be provided by the organization. It is announced here that if a new plant is built, it is reasonable to believe that its production will be chimneys, for there are more chimney glass workers idle than in any other branch of the trade, and the plan is to provide work for these men. It is also related that some "watch dog of the treasury" may stop this proposed movement with the remark that the funds of the organization cannot be used for other than "defense" purposes. No proposed location for such a plant has been heard of in local glass circles.

Manufacturers of lamps announce a heavy demand so far, although the season is young. Shipments are being made promptly, for the factories are not so rushed now as they will be later in the season. It is declared, however, that the jobbers are anticipating heavy business later, and they are placing their orders for future shipment accordingly.

The fiscal year of the United States Glass Co., will close July 2nd, and July 5th the task of taking stock will start. There is no denying the fact that the "States" has been favored with a larger volume of business this season than for several years, and because of this fact the annual reports are sure to be read with pleasure by the stockholders. Three trays for soda fountain purposes are the latest offerings of the company. These trays or plates are used for the Sundae glasses, the demand for such an item having developed this season. Early orders for the line are very heavy. A new tank is being built by the company, at its Glassport factory, which will be ready for operation probably in September.

Work on the furnaces for the new Ripley & Co., Inc., glass works, at Connellsville, is progressing rapidly because of the favorable weather and the company is quite certain of starting operations in September. It is probable that the general offices

and sample rooms of this company will be located permanently in the House Building, Smithfield and Water streets, and across from the Monongahela House. It may be that the head of the commercial department will assume his duties here in August. Who will have charge of the office is not announced.

Many glass manufacturers are using straw for packing purposes now, because it is impossible to get hay. The crop of the latter was short last season and as a result prices are very high this summer.

Announcement is made that Harry M. Libengood, of Philadelphia, Pa., has been made general manager of the Co-Operative Flint Glass Co.'s plant at Beaver Falls. He also has a connection at Cumberland, Md. The Co-Operative has been running full all season, and after the close of the fire this week, indications are that the factory will be operated just as strong throughout the balance of the year.

As has been related in this department upon several occasions, the manufacturers of pressed and blown goods will hereafter demand a higher price for their products. The first advance was the lowering of discounts on cup foot ware, and this week the blown glass manufacturers met here and reduced discounts on their lines. There is a general tendency on the part of the glass manufacturers to get more for their goods, but it took considerable work to get the proposition up to the present basis. Buyers have been anticipating this move, and some placed their orders in advance. The blown glassware manufacturers met here June 22.

Among the buyers in the District during the past week were Mr. Mentzner, with John Fridel Co., Wheeling, and Mr. Thurm, with the Wheeling Decorating Co., Wheeling, W. Va.

Stocks in the glass factories hereabouts are lighter than usual this season. Manufacturers say heavy stocks represent an expense, while shipping almost from the lehrs and decorating shops represents quick receipts. The rule this season has been

with all to make as many shipments as possible from the manufacturing department and not from the warerooms.

Several new lines of table ware and specialties for the decorating trade are expected to be shown within a fortnight. The United States Glass Co., will have something to offer in this respect, and the Tarentum Glass Co., is also expected to show something new for decorating purposes.

Every factory manufacturing jelly tumblers, blown and pressed tumblers and soda fountain ware are behind in shipments from three to eight weeks. The demand this season for these lines is the heaviest the manufacturers ever experienced. Factories here and at Rochester, Morgantown and in Wheeling are loaded with business for these goods.



Wheeling W. Va. The Haskins glass plant is scheduled to close down on July 2nd for the summer.



Batavia, N. V. The local Board of Trade is investigating a glass manufacturer's proposition to erect a factory here.



A report is current here that **Cumberland, Md.** some of the former employees of the Wellington Glass Co., have started a movement looking forward to the formation of a co-operative glass company to make off-hand chimneys.

John P. Schellhouse, of the Potomac Glass Co., has been appointed a member of the Board of County Commissioners of Allegany County, Md. He is well known throughout the trade, and especially among the buyers.



A report has been received indicating that a large deposit of good glass quartz has been discovered between Rockwood and Monroe, Michigan.



The McGee-Deiters glass plant, located **Mingo, O.** here has recently been purchased by a stock company that intends manufacturing glass refrigerators.



It is reported that the National Pottery Co., which has a number of plants in the eastern part of the United States, will build a new plant on Red Hill,

near here. Borings have already been made, and samples of the clay shipped for testing.

THOMAS CARR RESIGNS.

THOMAS CARR, president and general manager of the Warwick China Co., has tendered his resignation, same to take effect on December 31st. Mr. Carr has been in the business for almost forty years and feels that he has earned a year's change, which time he expects to spend in traveling, as in his forty years as a potter he has not been away from same for forty weeks all told.

The interests of the company will be well looked after, as his two able assistants have been with him for eighteen years, and with Mr. O. P. McKee at the financial end, and Mr. James Kennedy at the manufacturing end, there is no doubt of its continued success.

Mr. Carr will act as advisor and instructor for the remainder of the year, and will then spend the winter in California, seeing some of the things which up to that time it has only been his privilege to read about.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 11, '10	Correspond- ing period 1909	Exports Jan. 1 to June 11, '10	Correspond ing period 1909
Boston	136	97	3649	3324
New York	111	123	3562	2430
Baltimore	494	412	7002	7867
Philadelphia	280	53	3153	2437
New Orleans.....	102	6	887	1488
Newport News ..	.	.	55	751
San Francisco ..	....	....	....	151
Portland (Me.) ..	....	....	1022	1871
Galveston .....	...	....	551	448
Portland (Or.) ..	....	....	....	95
Inland Points ..	21	....	1244	516
Total..	1144	691	21158	21378

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

TO	Shipments week end'g June 11, '10	Correspond- ing period 1909	Exports Jan 1 to June 11, '10	Correspond ing period 1909
New York	108	71	3397	4013
Boston	136	97	3282	3083
Philadelphia	280	53	2654	2652
Baltimore	494	774	7059	8534
San Francisco ..	....	.	....	151
New Orleans ..	102	20	566	1464
Portland (Me.) ..	...	....	591	1943
Galveston .....	....	....	1012	431
Newport News ..	....	....	55	751
Portland (Or.) ..	...	....	30	55
Inland Points ..	21	....	1096	703
Total..	1141	1015	19742	23780

Among the Potteries

East and West

East Liverpool and Vicinity. As was exclusively announced in this department months ago, that some grades of dinnerware would be advanced at the six months end, has proved to be true. One manufacturer has caused an increase of ten per cent on his goods, and buyers who have visited the District during the fortnight past have not objected to paying more for really good goods, for they claim, such ware always has a ready sale. A number of pottery manufacturers have expressed themselves as being in favor of getting more for their product, but they also said that if any advance would be made generally, some one would start out after business under the former lists. It now looks as if the manufacturers will play a lone hand, and set a higher standard for prices individually.

* *

The pleasing news has been received in the District that Esther, the daughter of George S. Davis, buyer of domestic pottery for the Borgefeldt interests, New York, was a graduate of St. Josephs' Academy, Dubuque, Iowa, recently. Mr. Davis was formerly western salesman for the Potters Co-Operative Co., of this city.

* *

Twenty-four different treatments in dinnerware comprise the new offerings of the Globe Pottery Co., for the fall trade. The line was completed this week, and samples are going forward to all representatives. These are mainly border patterns. There are twelve new treatments composed of floral, scenic and fruits on the new calander plaque lines.

* *

The Trent toilet shape, which the Cartwright Bros. have been running for a considerable time, is to be withdrawn from the market as soon as matchings can be made for those sets now in stock. This shape will be replaced by a new creation which is now being modeled.

* *

Manufacturing potters, who have been making a medium-priced line of ware, have been operating their potteries to capacity for months, and indications are that they will continue to do so the remainder of the year. Salesmen declare that the bulk of the goods

sold this season will find their way to the west, northwest, south and southwest. The east, is said to be a bad market this season, but the new accounts that are being opened in the west are of a high character and that the outlook in that territory is exceedingly bright.

* *

Friend F. Debolt, a well know pottery and glassman, and also owner of a small string of five- and ten-cent stores, is able to be out after a two months' illness.

* *

A western cereal house was in the market here recently for twelve carloads of short sets, but wanted them at a very low price. The firm now filling the business demanded one and a half cent more per set, and the buyer wanted to place the business in this District for the old price, but without success.

* *

The scheme or premium business in this locality this season has been of a remarkable character. Fact is, these buyers are demanding a far higher grade of goods than heretofore, and the manufacturers while generally being compelled to make close contracts have to ask more for their ware.

* *

A clock plaque which is being made by the Potters Co-Operative Co., for the Venn Mfg. Co., of Chicago, has been one of the successful specialties of the season. The plaque is prettily decorated in colors, and the clock is placed in the centre of the plaque.

* *

W. C. Browne, western representative for the Potters Co-Operative Co., will open his new line in Cincinnati the week of July 11th. He will then work south and west.

* *

An order for 5,000 dozen nine-inch plaques was placed in the District during the past week—a total of 60,000 pieces.

* *

Frank Crowl, western representative for the Smith-Phillips China Co., has been spending a brief season at the home office. His home is in Chicago, and he will start over the route early with the complete new line of this factory. Joseph Davis has left for the south and middle western territory, and will

be out for several months. The medium-priced decorations for the Princess dinner shape are being greatly strengthened this season, and an addition has been made to the strong gold treatments which have been shown on some lines during the past six months.

* *

T. A. McNicol has returned from a brief business trip to Chicago and other points in that territory.

* *

The rush of business with the Homer Laughlin China Co. to-day, is the largest in the history of the company, although it is admitted that the dull season of the year is at hand. It is hardly likely that the East End plants will be idle this season. Orders for the many decorated lines are heavy, and on the new Niagara dinner shape, the fall trade will be treated to some clever creations in new decorations. The salad line is admitted to be one of the most popular manufactured hereabouts.



Word has been received here to the **Trenton.** effect that the recent insurance plan of the National Brotherhood of Operative Potters, which was originated in this city and which received the endorsement of four locals in Trenton necessary to bring the matter before the entire membership for action, has been carried by a three to one vote, and will go into effect on July 11, when every member in good standing will be entitled to have \$150 paid to death beneficiaries. In addition to acting as a relief fund for aid when most necessary, it will also have the tendency to keep men from falling in arrears in the assessment, as failure to keep paid up disqualifies the holder of a card from participation until such time as he shall have squared accounts and served a probationary period. Several international unions have adopted this plan and it has been invariably found that the proportion of clean cards has been much larger than ever before.

The local delegates to the annual convention of the N. B. of O. P., at Atlantic City will leave this week. This is what is known in the trade as "Sanitary Year," as each branch of the business alternates in forming two-year contracts with the manufacturers. Last year the general ware men adjusted the wage scale and will receive no consideration along this line at this convention. They may, however, introduce other resolutions. The sanitary men, on the contrary, are after more money and will make a desperate attempt to get the convention to sanction it after which the matter will come up for adjustment with the manufacturers.

* *

Percy Briest, a potter employed at Maddocks plant, can thank Mrs. Barbara Shamp for the fact that he is alive. Mrs. Shamp, an elderly woman saved Briest from being run over by a trolley car on

Princeton avenue last week. He was seized by an attack of vertigo just as he was crossing the trolley tracks and fell prostrate directly in the path of a rapidly-moving car. Unable to move the unconscious man's body, and there being no one in sight upon whom she could call for assistance, Mrs. Shamp picked up a red lantern hanging on an obstruction nearby. By swinging this light, Mrs. Shamp managed to attract the attention of the motorman, who brought the car to a standstill within a couple of feet of Briest's body. The injured man was recognized by a passenger on the car and he was removed to his home where he is still under the care of a physician. He suffers a deep scalp wound and a number of bruises.

* *

James Moses, president of the Mercer Pottery Co., has forwarded a check for \$25 to former Mayor Welling G. Sickles, treasurer of the Sane Fourth of July Committee, to be added to the general fund for the first sane celebration.

* *

Arthur Boughey, one of the best known operatives in the East, died suddenly at his home here on Saturday morning from apoplexy at the age of sixty-two years. Mr. Boughey was employed by the Mercer and John Moses Pottery Co. for nearly thirty years. He is survived by a widow and one sister.

* *

John Fitzpatrick, a potter employed at Maddocks, was badly cut on the arm by a broken sagger while at work last Friday the 17th. The wound which measured about seven inches in length was dressed at McKinley hospital.



The new plant of the John Burley **Crooksville, O.** Pottery Co., at Roseville, is nearing completion and will be ready for operation within a few weeks. Machinery is being installed. Mr. Burley is one of the oldest stone-ware manufacturers in the Zanesville territory.



With the J. W. McCoy art pottery, **Roseville, O.** there is a decided improvement this season over business a year ago. Many new glazes and treatments are to be shown on the umbrella stand and jardinier lines for the fall trade, these now being partially completed. The company is looking forward to a greater volume of orders this season than for years.



Treatments are now being selected **Wellsville, O** for the new dinner shape which the Smith-McNicol pottery will show the trade within a few weeks. General Manager Albert Corns announces this shape will have a new colonial effect, after a new idea.

OBITUARY.

O. H. PARKS residing lately at Macon, Mo., died a few days ago aged fifty-four. "Harry," as he was familiarly called, traveled for Sohmer, Ricker & Weisenhorn, Quincy, Ill., for twenty-four consecutive years and died while in their employ. A better and more faithful man never carried a grip. His many friends will regret to learn of his death.

Jacob J. Kerns, general manager of the Moundsville, W. Va., factory of the Fostoria Glass Co., died June 27th from injuries sustained in a fifteen-foot fall at the factory. Seventeen stitches were required to close a gash in his head. The physicians in charge had hopes of his recovery to the end. The late Mr. Kerns had been employed by the company for many years prior to his appointment as factory superintendent, in which capacity he served twenty years. He was well and favorably known to every employe of the large plant and his demise is a source of deep and profound regret. The funeral was held June 29th.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 28, 1910.

ANTWERP

159	packages glassware.....	B Gunthel
5	" "	C J Dierckx
12	" "	Graham & Zenger
52	" "	L Straus & Sons
87	" "	Strobel & Wilken Co
194	" "	Miscellaneous Orders
20	earthenware	G F Bassett & Co
13	" "	E R Thieler
23	" "	Koscherak Bros
83	" "	L H Mace & Co
65	" "	O Goets
16	" "	Bawo & Dotter
48	" "	Strobel & Wilken Co
53	" "	Miscellaneous Orders
36	toys	B Illfelder & Co
23	" "	Bawo & Dotter
2	" "	F A O Schwartz
165	" "	Geo Borgfeldt & Co
5	" "	Koscherak Bros
276	" "	L H Mace & Co
165	" "	Strobel & Wilken Co
179	" "	Miscellaneous Orders

BREMEN

67	packages earthenware.....	Strobel & Wilken Co
25	" glassware.....	Geo Borgfeldt & Co
58	" "	Miscellaneous Orders
10	" chinaware.....	C E Wheelock & Co
182	" toys.....	Strobel & Wilken Co

COPENHAGEN

22	packages glassware.....	Fensterer & Ruhe
543	" toys..	Geo Borgfeldt & Co

GENOA

19	packages earthenware.....	H Creange
11	" "	H Kupper

HAMBURG

2	packages glassware	Fensterer & Ruhe
2	" "	L D Bloch & Co
41	" "	Bawo & Dotter
71	" "	H Kupper
2	" "	Lazarus & Rosenfeld
29	" "	L Straus & Sons
61	" "	Strobel & Wilken Co
62	" "	Miscellaneous Orders
5	chinaware.....	Bawo & Dotter
32	" "	C E Wheelock & Co
80	earthenware	Geo Borgfeldt & Co
17	" "	Fensterer & Ruhe
4	" "	Koscherak Bros
5	" "	J Wygand & Co
118	" "	Strobel & Wilken Co
106	" "	Miscellaneous Orders
1	toys.....	Geo Borgfeldt & Co
66	" "	B Illfelder & Co
2	" "	Lazarus & Rosenfeld
29	" "	Samstag & Hilder Bros
1	" "	Bawo & Dotter
287	" "	Strobel & Wilken Co
143	" "	Miscellaneous Orders
4	harmonicas.....	Strobel & Wilken Co

HAVRE

55	packages chinaware.....	Wm Guerin & Co
----	-------------------------	----------------

LIVERPOOL

4	packages earthenware.....	The Rowland & Marsellus Co
21	" "	E Boote
1	" "	Meakin & Ridgway
14	" "	G F Bassett & Co
2	" "	Fondeville & Van Iderstine
6	" "	George Hamilton
26	" "	Maddock & Miller
9	" "	L Straus & Sons
8	" "	Strobel & Wilken Co
5	" "	Miscellaneous Orders
14	glassware.....	Meakin & Ridgway
2	" "	H C Edmiston
6	" "	Froeber & Vollrath
21	toys.....	Strobel & Wilken Co

LONDON

49	packages toys.....	Strobel & Wilken Co
6	" earthenware.....	" "

NAPLES

5	packages earthenware	Bawo & Dotter
25	" "	Geo Borgfeldt & Co
6	" "	Lazarus & Rosenfeld
4	" "	Miscellaneous Orders

BORDEAUX

599	packages chinaware.....	Haviland & Co
55	" "	Wm Guerin & Co
47	" "	H Kupper
30	" "	J Poyat Co

SOUTHAMPTON

7	packages chinaware.....	C L Dwenger
19	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

29	packages earthenware.....	Jones, McDuffee & Stratton Co
36	" "	Mitchell Woodbury & Co
19	" "	A W Chesterton
2	" "	Miscellaneous Orders

GENOA

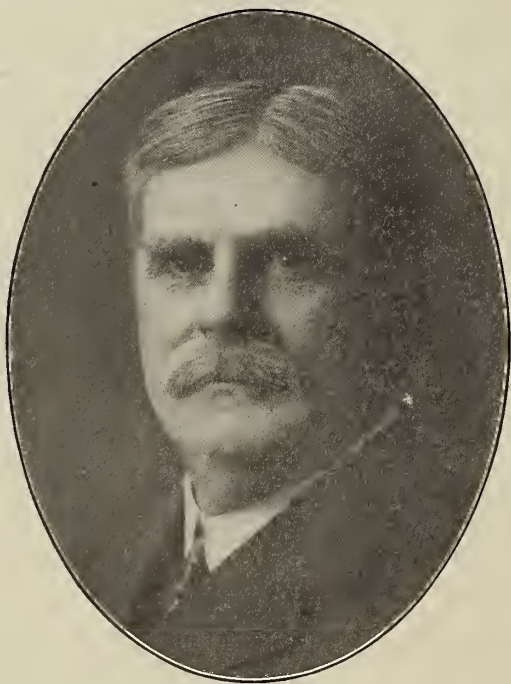
4	packages earthenware.....	O Cusuman
1	" "	Miscellaneous Orders

A LITTLE STORY OF SUCCESS.

PERHAPS you're a boy just coming out of school who hasn't a job and doesn't know where to find one. Well, what of it? Why don't you try going into business? No capital?

Maybe not, as far as money goes, says a writer in the Cleveland Press, but Geo. W. Kinney, senior member of Kinney & Levan and president of the Chamber of Commerce, says he never had a job. He went into business at eighteen with no greater capital than the credit based on the confidence people had in him. The venture went so well that he has remained in business ever since, although early given the chance to be one of the Standard Oil staff.

Mr. Kinney started as a broker. Oberlin was his boyhood home. His father, Geo. Kinney, was treasurer of the college there. He had a salary of only \$1400 a year. The boy George went to school



GEORGE W. KINNEY.

and helped his father in the office. "A part of my duties was to buy supplies for the college buildings," said Kinney, "and I attended to a good deal of that. One day a man came to buy some empty oil barrels, for we used petroleum for lighting then. There were a good many barrels around and I sold them to him. A little later I went up town and found that he had paid me a good bit less for the barrels than he did others.

"That made me mad. The first chance I had I came to Cleveland and went to W. H. Doan, a successful oil man of those days, and asked him what he had paid for barrels. He told me, and suggested that I buy up barrels for him.

"I went back home and bought a carload. I didn't have the money to pay, but the people in Oberlin knew me and trusted me. When I got my money

I paid up, and had a profit of between \$30 and \$40. In those days a dollar looked as big to me as a wheel.

"Next I did the same thing in Elyria, for then I had money enough to pay a little on account and it wasn't hard for me to get well known men at home to say I was trustworthy. I made more on that deal. And then went on to buy barrels in Norwalk.

"The next time I came to Cleveland, Mr. Doan asked me why I didn't sell oil while I was about it. I could sell at the same time I bought barrels and let the return for them go toward paying for the oil. That was in '72.

"Then my father decided to help me by guaranteeing me a line of credit with Mr. Doan up to \$1000. Doan accepted, and told me to go do it.

"I went. Oil brought me a profit of \$3 a barrel. I kept on till I owed Mr. Doan \$10,000 and he had never asked me for a cent. When I was twenty-two years old I was offered a position with what is now the Standard Oil Co. I refused because my business seemed of more importance to me."

President Kinney told the story of his early work as if he liked to think of the old days when he was making good. Perhaps that's why so many young men who are fighting the same fight to-day like to come in contact with him. There are other reasons, too. There is power in every line and word of him. Yet it's so tempered with kindness that a few minutes talk with him sends you out with the feeling that since things have been done they can be done again, and you are right there with the strict intention of doing them.

Mr. Kinney's change to the crockery and china business was gradual. As oil paid less and less he went into the lamp goods business. He added glassware, and in 1883 formed the partnership with A. B. Levan that has continued.

"No young man need be afraid to borrow conservatively," he said. "He can always get capital, or credit that is capital. Squareness and honesty are the best capital and convertible into what's needed for business. For, you know it's the man who lends the money who has to walk the floor, not the man who borrows it."

He gave three "take cares" that he says every boy going into business must observe to succeed—take care of health, reputation and money.

Too Late for Classification.

HELP WANTED.

ASSISTANT MANAGER WANTED—We wish a young man from a small town, experienced in crockery, glassware and lamp goods, who has some ability as a salesman. Address giving particulars as to past experience, salary wanted and references, A. W. WHEELLOCK, Rockford, Ill.

WANTED—Experienced commission men in territory west of Mississippi river. **THE TREMLE CHINA Co.**, East Liverpool, Ohio.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

TURNING THE TRAVELER DOWN.

A LOCAL correspondent writing to the *London Pottery Gazette* as to why the china and glass departments in department stores does not pay says: "I trust you will grant me a small space in your valuable journal to give my version on the above question. Since January I have during my journeys around London made a point of calling upon all buyers of china. Some have told me that trade is too bad to order, others have not sufficient space to show goods; some say that their principals will not allow them to open new accounts, that they have to continue with the old firms who do not go with the times, but still make old-fashioned goods, and the consequence is these men are stocked up with goods that they cannot sell; but I have summed up the whole matter and it is this.

Two-thirds of the buyers, or alleged "buyers," do not know their business; in several cases I found that some of these men "buy" for six departments, including boots and underclothes. I ask you, is it fair and honest? Can a man buying for all these departments know any of these different trades?

I have had conversations with different assistants in the departments, who have told me that they are asked for articles made by well-known manufacturers, but they tell me it is no use telling the buyer, as he takes no notice, and so that it is a loss all round.

Many of these assistants supplement their wages by commission on their sales, but if they have not got the right goods to sell, how can they make a decent living?

Many buyers I call upon just simply looked at the card, and the message would come back, "not wanting anything to day." This is a hardship on the the traveler and an injustice to the firm whom he represents; there is some satisfaction in a buyer looking at samples and making notes for future reference, but the fault is, these buyers will not take the trouble to look at a traveler's samples and the consequence is, that not only do his employers suffer but their customers go to another store and get what they require.

I know several instances in which this has been the downfall of a department, and it can only be remedied by placing as buyers men who know their business thoroughly, but at present it is the old saying 'Jack of all trades, master of none.'"

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BANKRUPT BUSINESS OR STOCK FOR SALE.

A CHINA stock reduced \$1,200 to \$1,500. Heavy discount will be allowed for cash. Reputation and location suitable to run special sale by adding new goods, or stock may be removed for sale elsewhere. Embarrassment due to connection with other business. Address, at once, CHAS. MARVIN, trustee Elmira China Co. and Elmira Paper Co., Elmira, N. Y.

HELP WANTED.

WANTED—The services of a first-class glass salesman, with thorough knowledge of the electrical and gas glassware. Apply by letter, giving reference to the STEUBEN GLASS WORKS, Corning, N. Y.

WANTED—Salesmen, local or traveling, on a commission basis for a side line of our brass smokers' and stationery articles. Liberal commission. Address L. W. LEVY & Co., 590 Broadway, New York.

WANTED—An experienced salesman for Indiana and Kentucky by an importer of china, glassware and fancy goods. Give address of former employer and territory covered. Address CHINA, this office.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENT TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON AND THE EAST. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR RENT.

TWO new basement floors, 110 x 22, each with new cement floors and ten-foot steel ceilings, in the heart of the shopping district, in one of the leading stores doing a thriving business. Would rent outright to responsible parties, or would lease on commission basis. Ready August first. Address Box 723, this office.



THE HASKINS GLASS CO.,

Manufacturers of Highest Grade

Illuminating Glassware,

WHEELING, W. VA.

Factories, Martin's Ferry, O.



05
Stack

ROCKERY
AND GLASS
JOURNAL

Vol. 71. No. 26

NEW YORK, JUNE 30, 1910

\$2 per Year



THE ALAMO.

THE MOST POPULAR WHITE AND GOLD PATTERN ON THE
AMERICAN MARKET.

The Smith-Phillips China Co.,

EAST LIVERPOOL, OHIO.

REPRESENTATIVES:

The East—W. L. Young.

The Central States—J. C. Davis.

The Middle West—F. S. Cowl.

New York Office—H. Benedikt, 23 Park Place.

United States Glass Co.,

PITTSBURGH, PA.



9-oz. Goblet. Baroness Pattern

Presents to the trade a couple of their newest creations in Deep Plate Etching. Full lines of both designs are now ready for inspection.

We invite comparison of all lines now on the market and request our friends to order early this season.



Cafe Parfait.
Duchess Pattern.

Samples on exhibition at General Office and Salesrooms, South Ninth and Bingham Sts., Pittsburgh, Pa.

— AND AT OUR BRANCH SHOWROOMS: —

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg. 4th and Market Sts.
MEXICO CITY - Avenida San Francisco, No. 55.
SYDNEY, N. S. W. - Commerce Building, Martin Lane.

Philadelphia, Denckla Bldg. 11th and Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 682 Mission St.
Denver, 1430 Arapahoe St.
LONDON 55 Farringdon Street, E. C.
HAVANA, CUBA - 69 Galiano Apartado 948.



Haviland & Abbot Co.,

29 Barclay St., New York.

FRENCH CHINA,

OPEN STOCK.

FOR IMMEDIATE DELIVERY.

C. DORFLINGER & SONS,

MANUFACTURERS OF

Fine Glassware,

36 MURRAY STREET,

NEW YORK CITY.

Fall Offerings that Produce Good Results.

THIS IS FOR THE ATTENTION OF THE JOBBING TRADE.

Popular decorations in "Decals" and White and Gold on our new

BANQUET DINNER SERVICE.

THESE treatments are of our own creation and are to be had exclusively from this pottery. Their richness is conceded to be far above any other lines heretofore offered by any manufacturer.

Our PLAQUE and SALAD lines continue in demand for the treatments are the most modern and exclusive that can be obtained.

Entirely new is our line of COLONIAL PLAQUES in sizes from 6½ to 10½ inches. New in shape, decoration and finish. These are to be had in our exclusive INCRUSTED GOLD EFFECT, KEY BORDER treatment, coupled with rich and exclusive "decals"

Some very exclusive lines are

LEMONADE SETS.

CALENDAR PLAQUES.

STEIN SETS.

FRUIT SETS.

FISH SETS.

GAME SETS.

These with our standard **TOILET LINE** and **HOTEL WARE** assemble the most attractive jobbing proposition ever manufactured by us.

Potters Co-Operative Co.,

EAST LIVERPOOL, O.



The dealer has only to see the goods and hear the prices—and he places his order for

PALATIN CHINA.

No more beautiful shapes—no more exquisite china—come from any country on the face of the globe.

This is strong talk, but the statement isn't overdrawn in the least. Come in and verify it.

The ART CHINA IMPORT CO.,

32-34 West Twentieth St., New York.

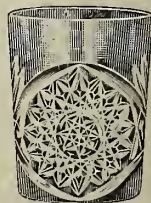
*HUGO H. FREUDENFELS, Manager,
formerly with Balwo & Dotter.*

SPECIALS FOR YOU.

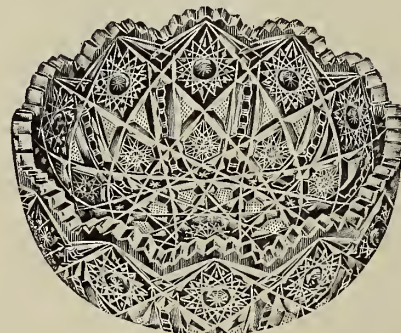
**PROMPT SHIPMENT
GUARANTEED.**



8-in. Round Bowl, "Lyric."
\$2.50 each.



Hand-cut Tumbler,
heavy blank, \$4.50 doz.



8-in. Low Bowl, Juliette, \$3 9-in. \$3.75
Round Nappie, same cut, 8-in. \$2,
9-in. \$3.

These items are all deep cut and guaranteed first-class finish.

You will find them ready sellers.

IRVING CUT GLASS CO.
F. W. REICHENBACHER,

Agent,

25 West Broadway, New York.

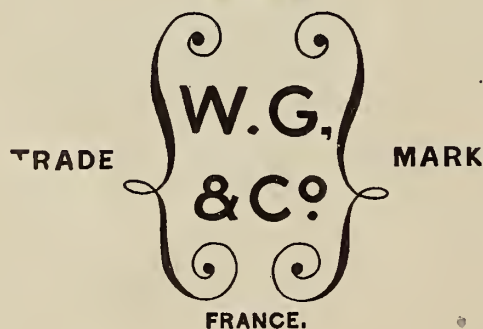
Wm. Guerin & Co.,

LIMOGES, FRANCE.

Manufacturers of

FRENCH CHINA.

LIMOGES.



SERVICE PLATES.

The samples on display are the finest ever shown. Place your orders NOW for fall delivery.

NEW YORK,
33 PARK PLACE.

CHAS. STREIFF.
CHAS. WEISS.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . . .

A "WANT" AD. IN THE "SPECIAL NOTICES"
COLUMN INVARIABLY BRINGS RESULTS.

COX & LAFFERTY

REPRESENTING MANUFACTURERS OF

GLASSWARE and CHINA



32-36 Park Place, New York.



SENECA GLASS CO., Morgantown, W. Va.

Cold drinks are in demand. We make the Blown Glass to properly serve them. Complete line of Bar Ware.

Imperial glass company, Bellaire, Ohio.

Our made up stock is large. Ready for your summer orders. We can supply most of your immediate wants in hot weather specials in Pressed Glassware.

SEND ALL ORDERS TO COX & LAFFERTY.

THE HOUSE OF QUALITY.



530. Tall Champagne.
Etched 10.
Drawn Stem. Scotch
Thistle Pattern.

Central Glass Works

WHEELING, W. VA.,

Leading Manufacturers of

Hotel and Bar Glassware and Blown Tableware.

NEW SHAPES AND DESIGNS FOR 1910 IN

Lead Blown Tumblers and Stemware.

DEEP PLATE ETCHED MONOGRAM AND CREST

Work for Hotel and Clubs a Specialty.

BRANCH OFFICES:

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Boston, L. A. FLETCHER, 157 Federal St.
Baltimore, GREEN & THOMAS, 33 South Charles St.
Chicago, H. E. WADDELL, 160 Washington St.

Denver, BERSBACK, MALONEY & Co., 1517 Lawrence St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.
St. Paul, S. R. McMASTERS, 632 Endicott Building.

FONDEVILLE & VAN IDERSTINE,

37 Warren St. New York,

Sole Agents for

KELLER & GUERIN,
HTE. BOULENGER & CIE., } French Earthenware.

ALFRED HACHE & CIE.—French Hotel China and
Fireproof Ware.

VERRERIES DE PORTIEUX—Bar and Hotel Glassware.

FRANK BEARDMORE & Co.—Sutherland Art Ware.

STANLEY POTTERY Co., Burslem—Vitrified Hotel
Ware.

BENEDIKT VON POSCHINGER, Bavaria — Crown
Crystal Roemers and Fancy Glassware.

German and Austrian China.

German Hollow Glassware always in stock.

FACTORIES:

No. 1—115 Ancienne Route d'Aixe, Limoges.

No. 2—La Seynie par St. Yrieix.

No. 3—80 Rue Chinchauvaud, Limoges.



Adolphe Paroutaud,

LIMOGES (France),

White and Decorated

CHINA MANUFACTURER.

General Offices and Salesrooms:

5 bis Rue du General Cerez,

LIMOGES.

G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

MARQUES DE FABRIQUE

SUR BLANC

SUR DECOR

SUR DECOR

Gda
FRANCE

::



OR



Factory and Main Office
LIMOGES, FRANCE

Porcelaines G D A

New York Office,
29 BARCLAY STREET

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep
Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

Consolidated Lamp & Glass Co.

CORAOPOLIS, PA.

We have many Inverted
Shades in plain, decorated
and colored styles. New
ones reach us every day.

New York Office, 66 West Broadway.

Chicago, 84 Wabash Ave.

Pittsburg, 311 Bissell Block.

Buffalo, 523 Main Street.

San Francisco, 150 Post Street.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000. New York.

Sole Agents for

L. BERNARDAUD & CO.,

Successors to R. DELINIERES & CIE.,

Limoges, France,

Manufacturers and Decorators of French China.



S. REICH & CO.,

Vienna and Berlin,

Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,

Hohr a | Rh., Germany.

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes.

VARIOUS LAUGHLIN PUBLICATIONS.

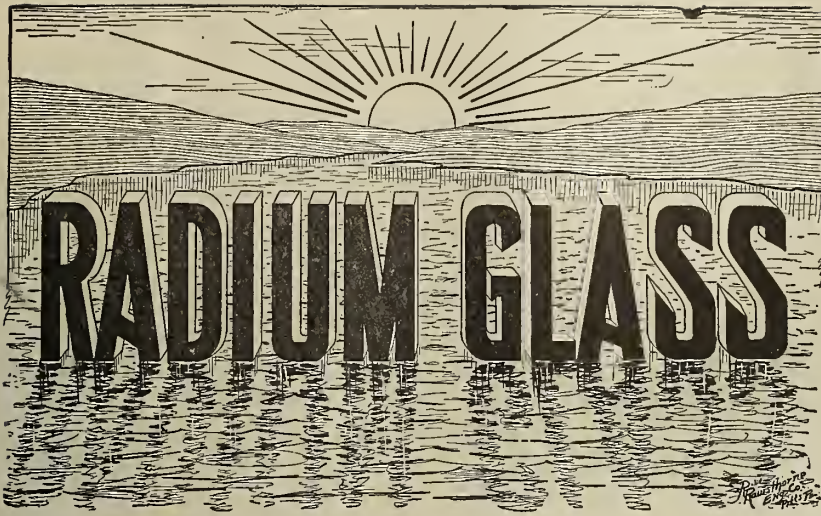
In addition to regular White and Decorated Catalogues, we issue for distribution upon request the following convenient publications:

- A complete compact pound sterling book—pocket edition.
- A pamphlet showing exact weights and measurements of everything we make.
- A large price card for your open stock tables with convenient columns for cost and selling prices.
- A set of colored post cards showing interesting pottery and Newell Park views.
- A folder with full information concerning Crest, Badge and Monogram work.

THE HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

EAST LIVERPOOL, O.



SALES REMARKABLE!

FACTORY WORKING FULL!

Reason is:

RADIUM GLASS MOVES FAST.

Millersburg Glass Co.,

Millersburg, Ohio.

GREATEST PREMIUM LINES OUT.

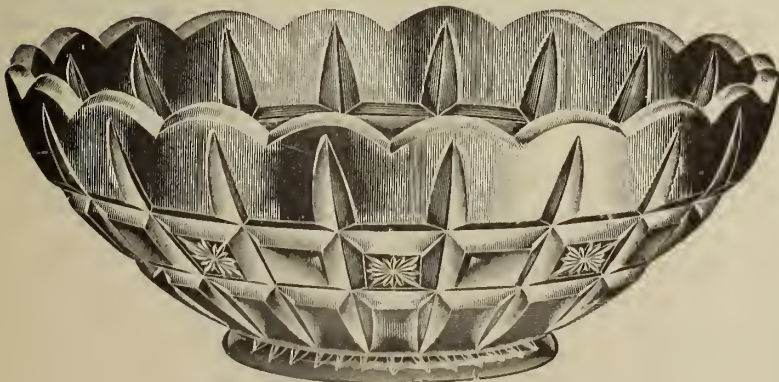
THE MAYER POTTERY CO. LTD.
 · BEAVER FALLS · PENNA ·
VITRIFIED HOTEL~CHINA
 EXCEPTIONALLY STRONG BODY & HARD GLAZE
 UNDERGLAZE DECORATIONS · MONOGRAMS · CRESTS · ETC.
 · THICK & ROUND EDGE SHAPES ~ CORRESPONDENCE INVITED ·

Tarentum Glass Co.,

TARENTUM, PA.,

Manufacturers of

Fine Pressed Glassware.



VERONA PATTERN.

SAMPLE ROOMS:

D R Marshall, 25 West Broadway, New York
 G R Reinhart, 617-619 Arch St., Philadelphia
 Green & Thomas, 33-35 South Charles St., Baltimore
 J L Johnson, 193 King St. London, Canada
 Tobe Blumenthal, City of Mexico
 Himmelstern Bros., 718 Mission St., San Francisco, Cal.
 G Andino, Cuba and Porto Rico

**Import Samples
FOR SALE.**

To make room for new goods shortly to arrive we are closing out our import samples and offer inducements to buyers.

If not convenient to visit us write for information, stating requirements.

Bawo & Dotter,
LIMITED,

26 to 34 Barclay Street, New York.

Libbey
"THE WORLD'S BEST"

CVT GLASS

BUSINESS
ESTABLISHED
1818.

✱

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is stamped under each piece :

Haviland
France

} in green underglaze.

The decorated China has an additional stamp :

Haviland & Co
Limoges

} in red on the glaze.

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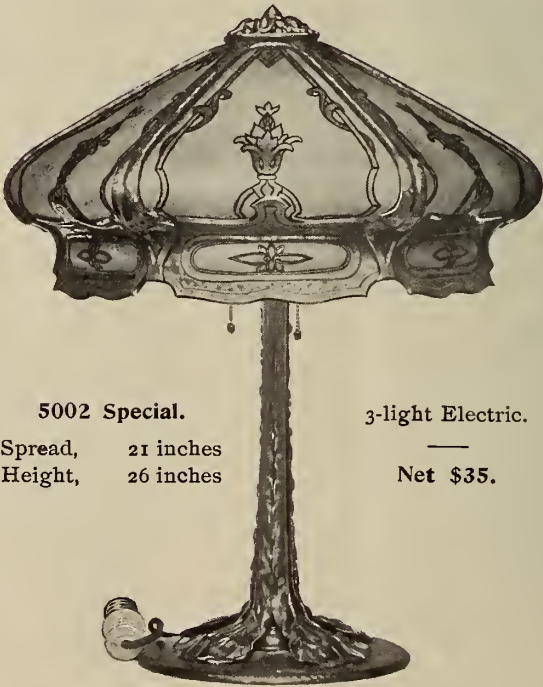
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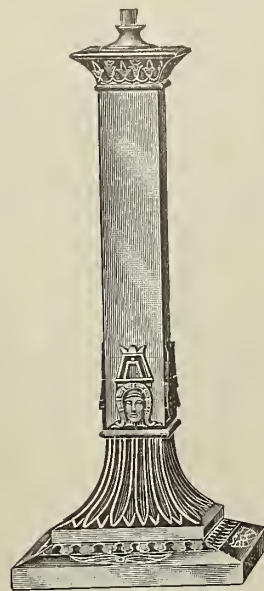
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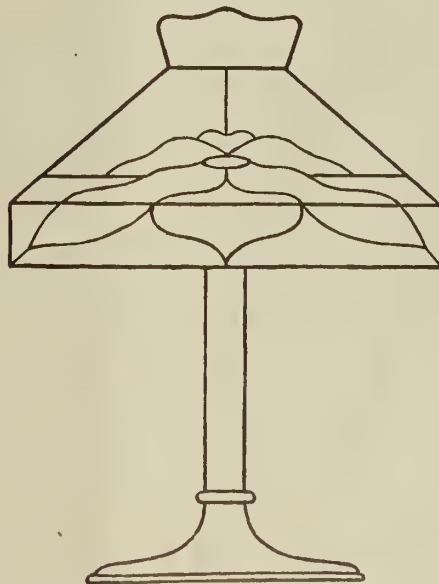
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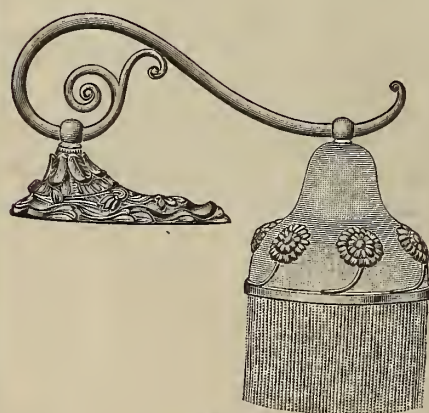
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